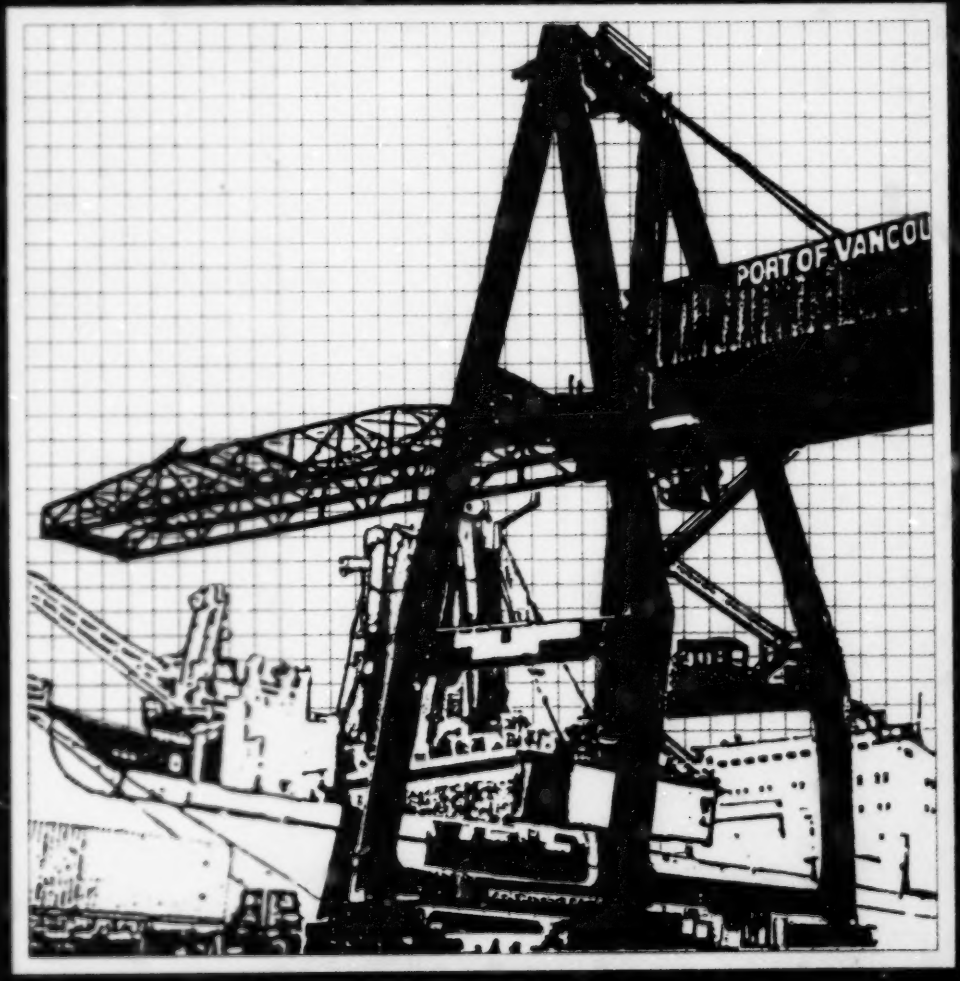
Province of British Columbia
Ministry of Industry and Small Business Development
THE HONOURABLE DON PHILLIPS, MINISTER

Establishing an Export Market



ESTABLISHING AN EXPORT MARKET

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Province of British Columbia
Ministry of Industry and Small Business Development

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CHAPTER 1

1.1 INTRODUCTION

Exports are vital to the Canadian economy and are instrumental in contributing to the high standard of living that Canadians enjoy. When exports are measured on a per capita basis, Canada is one of the top exporting countries in the world.

Exports from British Columbia account for an important share of the Canadian total. Traditionally, British Columbia has exported relatively unprocessed raw materials to markets throughout the world. Recent trends indicate an increase in secondary processing activities within the Province, trends that are actively supported by a variety of government sponsored programs and actions. Increasing numbers of British Columbia firms have realized the importance of market diversification. The export markets offer an opportunity to diversify and increase sales.

There are many reasons for exporting:

- increased profits
- reduced dependence on a single, traditional market
- provision of off-season business and year-round operation
- increased plant runs and lower unit production costs
- better use of idle plant capacity.

Not all companies, however, can successfully compete in the international marketplace. By answering a few basic questions considerable time and expense may be saved. A few of the factors that should be considered prior to making a commitment to export sales include:

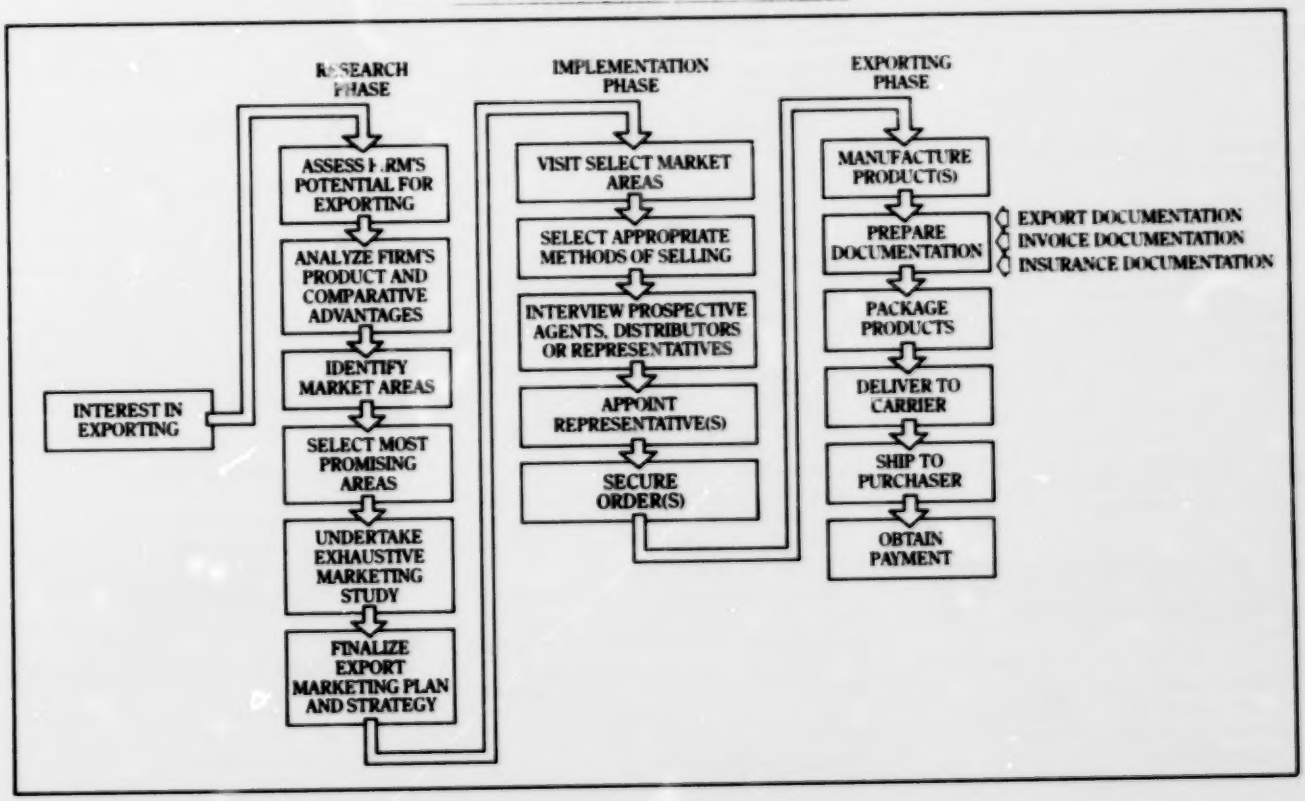
- the additional time and expense involved in paperwork, management time, travel and negotiating
- the additional budget necessary for travel, promotion and export shipments
- the availability of expertise to handle exports
- the possible requirement for product modifications; and
- the possibility of initial losses due to lead time.

The purpose of this manual is to provide those interested in exporting with a concise but comprehensive outline of the steps required to undertake such a venture successfully. It has been prepared primarily for use by companies that are inexperienced in exporting and require a source of general information.

The reader is reminded that exporters are not out there on their own! There are a variety of British Columbia and federal government programs that can make the job of exporting easier. They range from loans and insurance programs that ensure payment for exporting activities, to incentive programs covering portions of travel and expenses, attendance at trade fairs overseas and inclusion in trade missions. More information about these programs is presented in Chapter 8.

For those companies requiring more detailed information about specific aspects of the exporting business, additional sources of information have been included in Appendix III.

1.2 EXPORTING AT A GLANCE



CHAPTER 2

2.1 INTRODUCTION

Before exporting, carefully assess both your potential market and your company's capabilities. Time, effort and money spent at this stage can minimize losses that result from hasty decisions made in unfamiliar circumstances.

2.2 ABILITY TO EXPORT

Before identifying potential markets and selecting the most promising alternatives, an in-depth knowledge of the company's capabilities and products is required. The following questions should be answered:

- what are the main selling features of my product?
- do I have a product competitive in quality and price?
- do I have enough plant capacity to service a new market?
- how much of my production should I target for export?
- am I successful and well established enough in my local market to be able to divert some of my efforts to new markets?
- do I have the staff and expertise to handle exports?
- are there any Canadian export restrictions on my products?

2.3 IDENTIFICATION OF POTENTIAL MARKET AREAS

Although your company may have already received requests for quotes from foreign buyers, you should also undertake careful research into potential market areas for your product or service. The costs of doing business in one market may, for example, be significantly higher than in another. At this research stage, the following sources of information should prove helpful:

- Federal Government: Department of External Affairs officers and Canadian Trade Commissioners posted abroad. (Appendix I.1 and I.3)
- Provincial Government: Ministry of Industry and Small Business Development, sector officers and geographic trade specialists. (Appendix I.1)
- Published sources of information including market surveys, trade association newsletters, official trade statistics, trade journals, etc. (Appendix III)
- Individuals or firms specializing in exporting including trading houses, commissioned sales people, brokers, etc.
- In-house business and trade expertise.

2.4 SELECTION OF EXPORT MARKET

Narrowing an export market down to one or two key market areas is a critical step. This process is usually accomplished by first discussing market possibilities with other businessmen and key organizations and by a thorough and comparative analysis of the potential marketplace(s).

Although it often appears easier to concentrate on the larger, better known market areas, the smaller, less obvious and often less competitive markets should not be overlooked.

2.5 TOPICS TO BE RESEARCHED

There are many factors that should be considered when assessing each market. The following is a list of some of the more important ones:

- import regulations and import quotas;
- duty rates;
- labelling requirements;
- documentation requirements;
- insurance requirements;
- political relations and trade agreements with Canada;
- economic conditions;
- availability of financing;
- government regulations requiring local content, joint venturing or licensing;
- availability and cost of transportation;
- actual market size;
- potential market size;
- market characteristics such as language, living standards, customs, cultural differences and climate;
- economic factors such as natural resources, industrial and technological development, income levels and trends of economic development;
- local business procedures.

If, upon completion of the assessment stage, you have identified promising markets, it is recommended that sales literature, pricing information and, if possible, product samples be forwarded to the appropriate Canadian Trade Commissioners for initial market evaluation. (Appendix I.3)

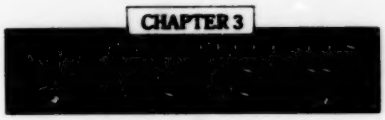
2.6 FIELD VISIT

In certain instances, it may be necessary to complete the research by visiting the potential market. The marketing study should now centre on those local factors that specifically affect your product or service, and should involve consideration of the following factors:

- Canadian export regulations;
- import restrictions and tariffs;
- common marketing methods;
- the local representative most suitable for marketing your product;
- the existing distribution and mark-up system;
- the nature of the competition with respect to (a) quantities, (b) pricing practices, (c) product advantages and/or disadvantages, (d) customer acceptance and (e) delivery delays;
- the proportion of the market presently supplied by imports;
- competitors' credit terms;
- sales promotion material;
- distribution requirements at both the national and regional levels including (a) freight rates, (b) carriers, (c) climatic conditions and (d) local government regulations;
- customer/distributor reaction to the product;
- local government reaction (if appropriate) to (a) the product or (b) competitors' products;
- selling features important to the market;
- requirements for (a) label design, (b) product name, and (c) formula;
- registration of your product name.

When this research phase is completed, the potential exporter should have developed a clear understanding of all aspects of the market. He is now in a position to prepare a marketing plan that will introduce his product to the marketplace and permit its sale on a profitable basis.

CHAPTER 3



3.1 INTRODUCTION

Business in overseas countries is often conducted according to cultural rules that can be difficult for Canadians to understand. In addition, other factors affect language, custom and timing. A lack of appreciation of their importance can jeopardize an exporting venture.

Cultural differences and business practices vary significantly from one country to another. Unless understood, these differences can lead to misinterpretations and serious conflicts. You may require the services of a local agent to gain an understanding of them.

3.2 COMMUNICATION

International communication is full of stumbling-blocks, the greatest being the language barrier. Although the international business language in most areas is English, an interpreter may be required when discussing technical details.

Delivery of information to a potential client located a great distance away also poses potential problems. The postal service may not be reliable; telephone service is often poor and telex may not exist. However, where you do have access to a telex it usually represents the best means of communication. It also provides a written record of the transaction.

In order to avoid misinterpretations, it may be necessary to communicate in the language of the local country. By using the services of a translator, you will have control over the translation and will lessen the possibility of misinterpretation.

3.3 CULTURAL DIFFERENCES

Cultural differences vary not only from continent to continent but also between countries within a continent. To avoid potentially embarrassing situations, it is wise to enquire about local customs. In Latin America or Southern Europe, for example, you will find that punctuality is seemingly less important than in North America. In Northern Europe, on the other hand, failure to arrive at the appointed time is considered a sign of disinterest.

3.4 VACATIONS AND NATIONAL HOLIDAYS

It is frustrating to arrive in a country to find that the persons you wish to contact are away on vacation, or that the country is at a standstill due to a religious or a national holiday. Carnivals, enjoyable as they may be, are not conducive to business. You should plan ahead and ensure that you have chosen an appropriate time to visit by contacting the local consulate. (Appendix I.4)

3.5 PASSPORTS, VISAS AND INNOCULATIONS

Visa and passport requirements vary from country to country. To avoid delays and the possibility of refused entry, you should consult your travel agent or local consulate of the country to be visited as to documentary requirements. Political overtones can cause considerable delays in securing visas for certain countries.

Consult your local health authorities regarding recommended innoculations and other health matters.

In a few limited cases, entry into one country may preclude your admittance into another one. Being aware of these conditions will allow you to plan your trip accordingly.

3.6 BUSINESS PRACTICES

An understanding of how business is conducted in each market is of critical importance and often decisive in being awarded the contract. You may find that certain business practices, while not permitted in Canada, are common elsewhere. In such instances, it may be advisable to deal through a local agent or representative knowledgeable of local business practices.

It is not uncommon to find that a buyer has a strong preference for doing business with individuals and firms that he knows and trusts. Gaining a thorough understanding of your potential customer's preferences will increase your chances of successfully bidding against established suppliers.

CHAPTER 4

MARKETING METHODS

4.1 INTRODUCTION

There are numerous ways to market a product overseas. Those used most frequently include marketing directly through local wholesalers, dealers and distributors, or marketing indirectly through a trading house, an export agent, export merchant, an export consortium or a factory representative.

Each of these marketing systems offers advantages and disadvantages. Each company should evaluate all alternatives and choose the method best suited to their product and the country they are exporting to.

This chapter outlines each marketing method and provides an indication of their advantages and disadvantages. For further detailed information, the reader is referred to the list of publications contained in Appendix III.

4.2 DIRECT METHOD

The direct sales approach is generally recommended for the sale of technology or sophisticated and expensive equipment with a high degree of engineered design that has limited sales volume and requires specialized servicing.

Sales are undertaken by the company through direct contact with local wholesalers, dealers, distributors, agents and, at times, the consumer.

The advantages of this system include the expediency of dealing directly with the purchaser or appointed representative, and the full control retained over all the aspects of the transaction.

Direct sales do, however, have disadvantages in the high cost of adequately servicing a distant market and the limited market expansion potential.

The most commonly used means of servicing a foreign market is through the appointment of a local distributor or agent. This representative will sell, service and stock your product for a commission or fee. A wide range of services is available. The responsibilities of your agent, as well as his remuneration, should be detailed in a contract before any sales are made.

Some of the considerations that should be taken into account before appointing a representative include:

- reputation
- technical and professional personnel
- technical capability to sell the product
- capacity and technical capability to service equipment and machinery
- representation within the country
- knowledge of your particular market
- complementary lines
- competitive lines.

It is not always necessary to give an agent exclusive representation. Agency agreements can be short term or long term. It is recommended that, until an agent has proved successful, the term of the representation should not exceed one year.

In some countries it is mandatory to sell through an agent or broker. Local regulations, as well as identification of local representatives, can be found with the assistance of the Canadian Trade Commissioners. Final selection of an agent should, however, be undertaken by the company.

Representatives are usually paid a commission on any sale undertaken within their particular region of responsibility. Commissions payable vary considerably from product to product and generally reflect the complexity of the sale, reasonable expenditures required by the agent to obtain the sale, and the rates offered by your competition. Prior to agreeing upon a commission, it is suggested that you discuss the subject with the Canadian Trade Commissioner and with companies already in the export market. Be sure that you have a clear idea of what services and responsibilities are expected from your agent.

4.3 INDIRECT METHOD

Using the indirect method, sales are undertaken through an intermediary who, in turn, will sell to a local distributor, agent, broker, wholesaler, retailer or consumer. Typical intermediaries include export agents, local manufacturers, export consortia or trading houses.

Sale of product to an export agent: The agent will act on your behalf and will sell into a given area. The agent is responsible for paying you for the product and absorbs the risks of non-payment, shipping losses and delays. The most common exporting agent is a Trading House.

Sale to a manufacturer of related products: Sales are made to another manufacturer who may incorporate your product into his, or may sell it as a complementary line through his established export organization.

Sale to an export consortium: Your product would be sold to a consortium specializing in the export marketing of a wide variety of related or non-related products.

As in the appointment of agents, brokers or distributors for direct sale of your products, it is not recommended that you sign a long-term, exclusive agreement without carefully assessing all possibilities and their implications.

4.4 TRADING HOUSES

The prime function of a trading house is to sell in one country goods or services produced in another. Many trading houses have offices world wide or have associates in major world markets. The name "trading" implies two-way commerce; trading houses can be mainly export, mainly import, or a combination of both.

Trading houses offer the potential exporter specialized knowledge of foreign markets. They know the buyer's needs, customs and language, and understand the market's peculiarities and special requirements. They have substantial knowledge of the techniques used in exporting and deal with all the complexities involved in international trade, such as packing, documentation, shipping, insurance, import regulations, tariffs, quotas, licenses, exchange and payment terms.

By pooling its experience in buying and marketing a range of complementary goods and services around the world (or in specific geographic areas of concentration), the trading house is able to reduce the overhead costs which would otherwise accrue to individual producers seeking to develop their own in-house export marketing capability.

A trading house can be a valuable connection particularly for those producers and manufacturers who are either inexperienced in exporting procedures, do not have the resources or production volumes to warrant establishing their own export department, or who wish to take advantage of the trading house's specialized knowledge and contacts.

The trading house can become a company's export arm. It can develop

catalogues, become the company's sales force in the foreign market, appoint agents and do all the travelling. It brings the products to its own warehouse, crates and packs them and completes the export documentation.

Canadian trading houses export goods and services on a wide variety of contractual bases with the producer. Some houses operate on a commission basis, whereas others are prepared to negotiate any contractual relationship which is mutually satisfactory to the parties involved.

The functions performed by a trading house may be categorized as follows:

a) Trading Houses Acting for the Producer:

This arrangement normally involves the trading house being retained on a commission or retainer basis. Representations will usually be offered on an exclusive basis to the trading house, either to all export markets or to contractually defined markets.

The trading house will be responsible for the whole, part or none of the financial risks, depending on the degree to which the producer wishes to be party to the export operations and credit risks.

b) Trading Houses Acting for Themselves as Principal:

Usually termed an export merchant, the export trading house, operating as principal, buys outright from the producer, and in effect turns the transaction into a domestic transaction. The export merchant markets the product abroad and normally accepts all financial risks including credit, foreign exchange and shipping risks.

c) Trading Houses Acting for Buyers who are the Principals:

Foreign buyers often look to Canadian trading houses for assistance in sourcing their Canadian purchases.

If you are considering using a trading house to market your product either in all export markets or in selected areas, there are a number of key questions that you should consider:

- Does the trading house fully understand your product line in both a technical and commercial sense?
- Does it presently handle complementary or competitive product lines?
- What market areas does the trading house effectively cover?

With more and more people entering the import/export business, there is some concern about the reputation of trading houses. Before choosing a trading house, a referral from another exporter, from the Canadian Manufacturers Association, the Canadian Export Association or a government source, is valuable.

4.5 MARKETING TO PROJECT AGENCIES

An important method of marketing goods and services overseas is through participation in capital projects. This term generally covers such major development programs as the building of power dams, transmission lines, airports, irrigation systems, manufacturing plants, hotels and hospitals. Small companies have many opportunities to get involved as sub-contractors.

Opportunities for involvement in Capital Projects bidding exist in the developing regions of the world. The projects are generally funded by such international development and funding organization as the World Bank, the Inter-American Development Bank, The Asian Development Bank and the African Development Bank. When one of these countries needs a major new facility, a feasibility study is commissioned and submitted to one of the development banks with a request for funds.

If the project is approved, the money is made available, a project agency is set up, and a prime contractor is hired. Project agencies generally comprise the government department responsible for the sector of the economy most affected by the project but, where project management expertise does not exist within a country, a consulting engineering firm may act on behalf of the borrower government.

Since the project agency is responsible for procuring a wide range of goods and services, it is important that consulting firms and machinery manufacturers inform both the bank and the project agency of their expertise and interest.

Although most projects are open to international competition, certain special funds are allocated for competition only by firms of the donor country. Each of the development banks keeps files on consulting firms' expertise and can veto candidates on a short list if it doubts the competence of a particular firm, or if it believes that the company is fully committed elsewhere. Canadian consultants that wish to involve themselves in Capital Projects should, therefore, contact both the Canadian International Development Agency (CIDA) or the international development banks. (Appendix I.1 and I.2.2)

Since the banks do not make hardware purchases, Canadian manufacturers should focus their marketing efforts on either the project agency or the consultant retained on the agency's behalf. Appropriate names and addresses may be obtained from either the Canadian Trade Commissioner based in the borrower country, the Canadian commercial representative at the bank, the monthly review of international bank projects issued by each bank, or in the United Nations sponsored Periodical Development Forum.

CHAPTER 5

EXPORT PRICING

5.1 INTRODUCTION

Establishing an export price is often the most difficult and probably the most important decision faced by an exporter. It is insufficient to base your price on domestic costs plus the addition of "so much" in order to arrive at a price that will be competitive in a foreign country. A variety of factors must be considered — accurate freight costs, duties payable, handling charges and crating costs. In addition, currency fluctuations, inflation, interest rate changes and overall escalating costs will complicate the pricing of a given product or service. You may also have to contend with the risk of non-payment, late payments, unforeseen expenses and credit terms.

5.2 PRICING PRINCIPLES

There are important principles that should be followed when pricing and quoting a product for export:

a) the establishment of prices which will be competitive in the foreign market, while still allowing an adequate return in terms of contributing to your overall operation;
b) the quotation of those prices in such a way that your customer can readily calculate his delivered cost and compare it with competitive products — all services, such as insurance, freight, currency, should be outlined in the quote along with the terms and method of payment;
c) when quoting a price, minimize your risk by excluding services over which you have little or no control, i.e. quoting on a f.o.b. your plant basis provides protection against escalating shipping costs and demurrage charges resulting from port congestion at the destination.

5.3 COSTS AND EXPENSES

Costs may be classified into the following three categories:

a) direct materials and labour costs: standard or normal costs applicable to the product being offered, less drawback of duties paid on imported components or raw materials.
b) factory overhead costs to be calculated and apportioned on the basis of the average of the plant capacity occupied in the production of the goods for export.
c) sales and general overhead costs that are not especially attributable to any particular phase of the operation, but must be covered in the selling price.

In tabulating costs for exporting purposes, eliminate those costs which do not bear any direct relation to the export operation. This is especially important if your export sales form only a small part of total sales.

Export expenses generally include travelling expenses, catalogues and promotional literature, export advertising, commissions, transportation to the point of delivery, packing materials, labour, legal expenses, patents and trademark fees, office supplies, communication, taxes, rent, insurance, interest, exchange and provision for bad debts.

Another method of analyzing costs is to distinguish between fixed, variable and controllable costs. Administration, civic taxes and rents are *fixed;* charges such as labour, material and commissions that vary directly and automatically with the volume of goods produced and sold are *variable;* and *controllable* costs include such items as advertising, travel and clerical expenses.

An analysis of the relationship between these cost categories will help determine the export price. If the export business represents a comparatively small percentage of your company's total turnover, an export price which covers the variable and controllable export costs but disregards fixed charges will still be profitable from the point of view of your overall operation.

If, on the other hand, your export business represents more than 25 percent of your total turnover, it may be inadvisable to charge all fixed expenses to the domestic market alone and some of the fixed costs should be worked into the export price.

5.4 PRICE QUOTATIONS AND TRADE TERMINOLOGY

The cost of transporting the goods to the point of delivery can be a significant factor in the quotation of prices. There are certain accepted "foreign trade terms" that are used when quoting.

These terms indicate the geographic point up to which the seller pays all transportation and insurance costs and from which point onwards the buyer pays such costs.

In order to minimize confusion within the trading community, a set of common terms were spelled out in INCOTERMS 1953 (published by the International Chamber of Commerce, Paris). Its purpose is to "provide a set of international rules for the interpretation of the chief terms used in foreign trade contracts".

Some of the more common terms follow:

a) F.O.B. (Free on Board): The seller is responsible for choosing a carrier and for all costs incurred in bringing a product on board the chosen carrier.
b) F.A.S. (Free Along Side): The seller's responsibility ends when the product is delivered alongside the carrier. In this case, the customer is responsible for choosing a carrier.
c) C. & F. (Cost and Freight): The sales price covers all costs including freight to a named port of destination. The customer is only left with the responsibility for paying insurance plus all risks and costs after the goods have passed ships rail at this port of destination.
d) C.I.F. (Cost, Insurance and Freight): This is similar to C. & F. except that the sales quote includes in transit insurance.

A copy of INCOTERMS 1953 can be obtained from the Canadian Chamber of Commerce.

CHAPTER 6

TERMS OF PAYMENT, EXPORT FINANCING AND INSURANCE

6.1 INTRODUCTION

The would-be exporter should recognize that exporting is not easy and should plan for all contingencies. When selling a product or service into a foreign market the vendor is no longer protected by Canadian business laws or ethical standards. Exporters can encounter anything from default in payments, insolvency and refusal of a buyer to accept goods, to cancellation of import and export permits and the threat of riots, insurrection and war.

There are, however, various ways that an exporter can protect himself from non-payment and can insure foreign accounts receivables against commercial and political risk in foreign export markets. This chapter provides a brief overview of the alternative methods of payment an exporter can set, as well as information about export financing and insurance.

6.2 TERMS OF PAYMENT

A variety of terms of payment exist in the export trade. They generally include the following:

a) Documentary Letter of Credit

The purchaser arranges for its bank to issue a letter of credit that guarantees payment to the vendor upon fulfillment of prearranged conditions. Thus, it is a method of substituting the bank's credit, which is generally well-known and established, for the buyer's credit. During the course of the transaction, the funds are transferred to the vendor's bank where it is held in trust until the terms of payment outlined in the letter of credit are met. At that time, the bank transfers the funds to the vendor's account.

b) Documents Against Payment

In this system, ownership documents such as a Bill of Sale are delivered upon payment of the prearranged price. It is a common form of payment in the international marketplace and is accepted by both governments and the banking system. It tends to place the onus of risk on the purchaser rather than the vendor.

c) Cash in Advance

Services or products are paid for at the time of placing an order. Although purchasers rarely offer such terms, it is common for the vendor to demand and receive a percentage of the total price as a down payment.

d) Staged Payments

A series of payments is agreed to at predetermined and clearly identifiable stages of the export transaction. It is a common form of payment for the turnkey supply of large industrial equipment packages and can include a down payment upon issuance of purchase order, a second payment upon shipment of equipment, a third payment upon delivery to site, a fourth payment upon start-up of equipment and a final payment thirty, sixty or more days after start-up.

e) Open Account

Ownership documents are mailed to the purchaser and the vendor waits for payment. All risk is assumed by the vendor. Such terms are generally agreed to only after many successful transactions have been accomplished by the same trading partners.

f) Consignment

Goods are shipped in the expectation of a future sale. The operation is financed by the vendor who also assumes all risks. Payment is made upon sale of the goods in the export market. Such a system is only used when dealing with a trusted agent in a known market.

6.3 EXPORT FINANCING

The four most important sources of export financing are chartered banks, foreign sources of capital, factoring companies and the Export Development Corporation (E.D.C.).

a) Chartered Banks

Although the services offered may vary, most of Canada's chartered banks are in an excellent position to assist exporters. Through long established relationships with other financial institutions, with foreign companies and with their own extensive network of branches and correspondents, they are generally able to provide Canadian exporters with up-to-date foreign market information.

In addition to the provision of information, chartered banks check the credit worthiness of prospective customers, collect receivables from a foreign company, discharge letters of credit, secure performance bonds, provide short, medium and long-term loans and offer factoring services.

Short term financing with a repayment period of less than one year is the form of financing most commonly used for trading transactions. Medium term financing (one to five years) is usually limited to capital goods. Long term financing is usually applied to large capital projects overseas and is undertaken by a bank or a consortium of banks often with the E.D.C. participation.

Further details can be obtained from any chartered bank, the Canadian Bankers' Association or the Canadian Export Association. (Appendix I.2.)

b) Foreign Sources of Capital

In certain instances, an exporter may wish to deal through a branch of a bank with headquarters in the country to which the goods are exported. Many foreign banks are represented in Vancouver. (Appendix I.2.3)

International Development Banks are a potential source of business both for consulting firms and manufacturers. They are important sources of capital, expertise and information relating to major capital projects (Chapter 4.5). The banks often award contracts of modest dollar value to consultants for feasibility studies. They are also valuable clearing houses for information about the progress of funding requests for projects.

When making a business development trip to a lesser developed country it is worth including the headquarters of the appropriate development bank on your itinerary and visiting the local bank offices when these are established in the countries you visit. The Canadian Trade Commissioner in the country can provide information about local offices of the development banks and provide introductions. (Appendices I.2.2 and I.3)

c) Factoring Companies

Factoring companies (which may include some of the chartered banks) purchase receivables — not

merchandise — and assume the financial risks as soon as merchandise is shipped to foreign markets.

Factoring companies generally lend, against receivables, at interest rates that vary from transaction to transaction.
Whereas banks have certain lending limits, factoring companies are bound only by the amount of the receivables. They usually advance up to 80% of the face value of the merchandise or shipment.

There are some drawbacks to factoring. Because it has application where a product is generally sold on short term — usually 90 days, but not longer than 180 days — the use of factoring narrows down the product field to consumer durables, light industrial products, machine tools, sporting goods, etc. Furthermore, factoring services are not available for many Third World or Middle East countries because of difficulties in developing credit information, the lack of economic sophistication and problems in communication.

d) The Export Development Corporation (E.D.C.)

The E.D.C. is a crown corporation providing export credit insurance and financial facilities in support of the Canadian export trade. It is a commercially-run corporation that operates at no cost to the taxpayer. E.D.C. is affiliated through the Berne Union in Switzerland, with similar organizations worldwide that aim at stabilizing credit terms. As a result, the corporation has access to international information related to economic exchange in world business.

An important service provided by the E.D.C. is financing to foreign buyers in support of the purchase of Canadian capital goods, services and equipment. Normally, a Canadian exporter applies to the E.D.C. for financing on behalf of his foreign buyer. Canadian chartered banks are very active in joint financing ventures with the E.D.C.

6.4 EXPORT INSURANCE

One of the main functions of the Export Development Corporation is the provision of export credit insurance, foreign investment guarantees and surety insurance.

In the case of export credit insurance, the E.D.C. has no minimum and, alternatively, no maximum policy size or coverage but will assist an exporter to what it terms "the limits of practicality". Exporters take out credit insurance to cover themselves against non-payment by their foreign buyers.

The exporter is responsible for providing E.D.C. with information concerning the financial state of his buyer overseas as well as the products being offered and the financial terms. Based on the details, E.D.C. approves or disapproves financing.

Once insured, the exporter is free to ship up to a certain dollar value. E.D.C. must be approached if the assigned discretionary limits are to be exceeded. Financial information on foreign buyers can be collected through the Trade Commissioner Service, the banks or by one of the private financial houses.

Having established a strong export business overseas, it may prove feasible to establish a manufacturing base close to the market. While this move may increase your control over the economics of your business, it may expose you to political problems such as expropriation, inconvertibility and loss through war or revolution. In such instances E.D.C. Foreign Investment Insurance guarantees manufacturers against loss due to political actions.

The Corporation's surety insurance scheme offers protection to the technologically competent exporter against a wrongful call on a demand bond or bank guarantee by a foreign buyer. In such cases, the E.D.C. will pay the insured exporter up to 90 percent of the total loss sustained as a result of such a call by a foreign buyer.

The insurance coverage provided by the E.D.C. is separate from other insurance coverage such as transportation of goods to market and marine insurance. Such coverage should be obtained from commercial insurance companies and may be arranged by a freight forwarder (Chapter 7.6). When calculating the value of your merchandise for insurance purposes, exporters are legitimately entitled to include a margin of profit in their costs. The accepted industry average is 15%.

CHAPTER 7

DELIVERING THE PRODUCT

7.1 INTRODUCTION

Let us assume that you have completed all the preliminary phases of a successful exporting venture: you have thoroughly researched the market for your product or service; you have assessed your company's production capabilities; you have selected an appropriate method of selling your goods in the overseas market and you have secured firm orders. You now need to ensure that the product is delivered to your customer on time and in good condition.

Successfully completing the delivery phase will depend on careful packing, proper documentation, the selection of the best shipment routing and a thorough understanding of customs regulations and procedures. Since no one person can be an expert on all these facets of the exporting business for the ever-changing requirements of over one hundred countries, you are advised to use the services of experts.

7.2 DOCUMENTATION

The importance of correct documentation cannot be underestimated — missing documents or documents written up inaccurately, incompletely or incorrectly certified could result in fines, as well as costly and lengthy delays at the ports of destination. The exporter should remember that documents are required to fulfill the customs regulations of both the exporting and importing countries.

Because of the complexities involved in export documentation, the federal and provincial governments, business associations and private companies jointly formed the Canadian Organization for the Simplification of Trade Procedures (COSTPRO). This organization devised a method to standardize trade documents and procedures and has published a manual that simplifies export paperwork.

The COSTPRO manual outlines, in a step-by-step guide, the use of the organization's time and labour saving set of export documents. It combines all of the most commonly used documents in a single, carbon-interleaved, snap-out form set that reduces paperwork considerably.

Documentation for the United States differs from that used for overseas markets. The COSTPRO forms necessary to document exports to the U.S. include the following:

1. Original of the file copy of the Export Invoice.
2. The Special Customs Invoice.
3. The B-13 Canada Customs Export Declaration.
4. The Inland Bill of Lading.

Overseas Export Documentation includes:

5. The Original or Master Copy of Export Invoice.
6. The Packing List.
7. The Inland Bill of Lading.
8. The B-13 Canada Customs Export Declaration.
9. The Forwarder/Carrier Bill of Lading Instruction Memo.
10. Format for Marine Insurance Policy.
11. The Bank Draft Instruction Memo.

Copies of some of these export forms are included in Appendix II. Other documents that may be necessary include certificates of origin, value and health, import license/exchange permits and insurance permits.

7.3 CUSTOMS BROKERS

In most countries it is advisable to use the services of a customs broker. In others, such as Canada, all documentation can be processed by the importer. Because documentation requirements vary in both complexity and quantity from one country to another, all exporters are advised to retain the services of a broker.

A customs broker provides the following services: clears freight across borders, pays duties and taxes, files the entry forms, counsels clients on the best possible legal admission of goods into the country and processes claims for duty drawbacks (the duty paid on imported components that form part of a manufactured export product).

Brokerage fees vary according to the difficulty of entering a market and reflect both time and expenses.

7.4 PACKING

If your product is to arrive at its market destination in perfect condition and without damage penalties, you have to pay close attention to proper packing. Packaging and crating must also meet stringent requirements to qualify for transport insurance, conform to restrictions imposed by the importing country and stand up to the rigours of loading and unloading equipment.

The type of packing selected will depend on such factors as the sensitivity of the product to be packed, climatic conditions during the entire voyage, availability of lifting equipment in transit, weight and size restrictions enroute, marking requirements of importing countries or countries passed through in transit and the effect of crating on marine insurance rates and coverage.

While exporters should be economical with their packing costs, it never pays to cut corners. Many organizations, including steamship lines, marine insurance companies and packaging suppliers, can provide sound advice about packing.

While packing houses are largely in the business of crating heavy machinery, the increasing use of air freight has meant lighter packing materials, unitization and the use of pallets. The containerization concept has given rise to new consolidation techniques for packing several groups in a container at reduced costs to each exporter.

7.5 LABELLING

Unless a package is properly labelled, delays in obtaining the necessary permits may occur. Although the number and type of labels required vary from country to country, the more common marks are listed below:

- marks of origin
- detailed labels for food and chemical products to guarantee quality, quantity, contents, manufacturer's name
- cautionary marks and symbols such as a wine glass to indicate fragile or flame to indicate an inflammable product
- date marks for perishables
- gross weight, net weight
- letter of credit number
- shipping marks.

7.6 FREIGHT FORWARDERS

The use of freight forwarders when exporting overseas can also save considerable time and money. Their prime function is to arrange and advise on the best possible routing in terms of speed, service and cost.

Ocean shipping has reached a point where many shipments are almost fully containerized and individual exporters are penalized if they cannot fill a container. Freight forwarders, on the

other hand, can often arrange pooling and consolidation services and will take less-than-container loads, thus getting a better rate from the ocean carrier.

A freight forwarder can also advise on the use of INCOTERMS — the International Chamber of Commerce definitions for terms used in developing export prices and cargo insurance rates. Many freight forwarding companies also offer customs brokerage services and warehousing facilities.

A list of companies can be found in the Yellow Pages of the telephone directory under "Freight Forwarders".

CHAPTER 8

EXPORT ASSISTANCE PROGRAMS

8.1 INTRODUCTION

Canadian exporters are fortunate in having a sophisticated network of government organizations — at both the federal and provincial level — to assist them in establishing an export business.

The British Columbia Ministry of Industry and Small Business Development offers a range of programs and provides assistance to British Columbia manufacturers interested in selling their products or services outside the Province.

The Federal Department of External Affairs is also very actively involved in the development of exports. The Department maintains over 400 Trade Commissioners and numerous Trade Offices around the world. They act as consultants in identifying export opportunities, assessing the competition and making introductions to foreign businessmen and government officials. They can screen and recommend overseas agents, provide guidance on payment terms and assist with tariffs, labelling, documentation and methods of transportation. (Appendix I.3)

8.2 PROVINCIAL EXPORT DEVELOPMENT PROGRAMS

The Ministry of Industry and Small Business Development sponsors a series of four export market development and promotional programs aimed at stimulating the export of British Columbia manufactured goods:

- Trade Mission Program
- Market Development Program
- Incoming Buyers' Program
- Trade Show Program

The Trade Mission Program is administered by the Trade Development Branch in the Vancouver office of the Ministry. This Branch is staffed by experienced international marketing specialists.

The Market Development, Incoming Buyers and Trade Show Programs are administered by the Industry Branch in the Vancouver office of the Ministry. This Branch is staffed by professional industry sector officers who are specialists in the production and marketing of the manufactured and processed goods of British Columbia's industry. The programs are accessible to British Columbian manufacturing and processing companies once in each fiscal year i.e., from

April 1st to March 31st of the following year.

Applications for support under the terms and conditions of each program must be received a minimum of two weeks prior to the commencement date of the project. The Ministry will not consider retroactive applications.

a) Trade Mission Program
Objectives: Throughout the year, the Ministry sponsors and coordinates several trade missions to countries outside Canada. These missions result from direct Ministerial initiatives and also from interest indicated by industry. They are generally of two to three weeks in duration.
Assistance: The extent of financial support offered by the Ministry generally includes all group transportation costs associated with the mission, providing interpreters as necessary for the group and the cost of hosting appropriate official receptions. The Ministry representative acts as official leader and makes the majority of business appointments for the mission members.

b) Market Development Program
Objectives: The Market Development Program is intended to generate a sustained expansion in the export of British Columbian manufactured/processed goods by assisting firms to assess potential export market opportunities; to establish appropriate marketing arrangements in markets outside British Columbia; and to make required follow-up calls on new accounts or representatives. The program is not designed to support companies making annual sales trips to establish markets.
Assistance: Applications for support under the Market Development Program must be made in writing and received by the Industry Branch of the Ministry's Vancouver office at least two weeks prior to the commencement of the market investigation trip to be undertaken by a senior representative of the applying company.

The Ministry will, on completion of the trip and receipt of required documentation, reimburse the company for the economy return airfare from British Columbia to the designated market for one representative of the company or an industry association undertaking one of the above activities, to a maximum of $2,000.

No support can be provided by the Ministry where the company/industry association is receiving assistance from the Federal Government for the same trip.

c) Incoming Buyers' Program
Objectives: The Incoming Buyers' Program is intended to generate a sustained expansion of the export of British Columbian manufactured/processed goods by assisting firms to attract potential buyers from outside the province. Bringing a potential product purchaser to view a local plant at first hand is often a most valuable technique for bringing sales negotiations to a successful conclusion.
Assistance: Applications for support under the Incoming Buyers' Program must be made in writing and received by the Industry Branch in the Ministry's Vancouver office a minimum of two weeks prior to the applicant company extending an invitation to the potential buyer to visit British Columbia. Subject to this prior approval, the Ministry will, on receipt of appropriate documentation, reimburse the company for the buyers' economy return airfare to a maximum of $2,000.

The buyer is not necessarily at the exclusive disposal of the host company and should be introduced to the responsible officer in the Industry Branch, who may, at his/her discretion, introduce the buyer to companies which are complementary but non-competitive to the host company.

d) Trade Show Program
Objectives: The Trade Show Program is intended to generate a sustained expansion in the export of British Columbian manufactured/processed goods to the other provinces of Canada and to foreign markets through increased participation by companies in trade shows outside of the province.
Assistance: Applications for support under the Trade Show Program must be made in writing and received by the Industry Branch in the Ministry's Vancouver office a minimum of two weeks prior to departure for the event. The extent of financial support is a maximum of 50% of eligible costs with total assistance not to exceed $2,500. Eligible costs for this program are restricted to:
a) *Space rental at the trade show.*
b) *Design and construction of the display.*
c) *Shipment of display to and from the trade show.*
d) *Rentals at the show: furniture/equipment.*

Those projects for which assistance is being received from federal or other provincial agencies will generally not be supported under this program.

8.3 PROGRAM ELIGIBILITY

In order to be eligible for any of these programs, the applicant must:
- be currently established, and producing goods and services in British Columbia
- have the ability, either demonstrated or potential, to actively compete in markets outside British Columbia
- have proven financial stability and management competence
- not already be receiving aid from a federal export assistance program
- be an individual firm
- be a formally constituted trade association whose product or services contain a significant British Columbia content
- be a cooperative group of companies, including a consortium.

8.4 FEDERAL EXPORT DEVELOPMENT PROGRAMS

Under the general title of Program for Export Market Development (PEMD), the federal government currently administers a series of export development programs designed to encourage Canadian business to undertake additional marketing activities in foreign markets.

PEMD is not intended to support normal export business, maintain existing foreign markets or win new business in markets where the supplier is already established.

PEMD provides up to 50 per cent of the costs incurred by a company in its penetration of new markets. These contributions are repayable if sales are made to that market.

The Program for Export Market Development has various sections, each designed to meet a specific circumstance which may result while developing or expanding new or existing export markets.

Section A: Specific Project Bidding

Section A shares the cost of bidding on specific projects anywhere outside Canada. The projects typically involve a formal bidding procedure in competition with foreign firms, for consulting ser-

vices, engineering, construction and the supply of Canadian goods and services.

Section B: Market Identification Trips

Section B helps companies to undertake market identification trips to potential markets to assess whether exporting to that market would be commercially viable or to make industrial cooperation arrangements.

Section C: Participation in Trade Fairs Abroad

Section C helps Canadian exporters to participate in trade fairs and industrial exhibitions outside Canada. Companies may participate in the same (or essentially the same) event up to three times. The events that PEMD supports are generally of limited duration rather than ongoing exhibitions.

Section D: Incoming Foreign Buyers

Section D helps Canadian companies to bring potential foreign buyers to Canada, or an approved location abroad. The foreign buyers must represent importers located aboard and must play a major role in influencing purchasing decisions or industrial cooperation agreements.

Section E: Export Consortia

Section E encourages Canadian manufacturers to make cooperative arrangements for the development of joint export sales by forming permanent export consortia. It is especially interested in encouraging consortia of small and medium-sized firms. Section E supports feasibility studies of proposed export consortia, as well as the formation and operation of new consortia in Canada for up to three years.

Section F: Sustained Export Market Development

Section F helps Canadian exporters to undertake a sustained marketing effort in a foreign market by establishing facilities on location. Under Phase I of Section F, support is provided for market studies and the preparation of a market penetration plan. Under Phase II, the implementation costs determined by the plan may be shared for up to three years.

PEMD-FOOD: Export Markets for Agriculture, Fisheries and Food Products

PEMD FOOD assists Canadian companies, producer organizations, marketing agencies and industry associations to develop export for agriculture, fisheries and food products. This section supports such traditional export development activities as: market identification, trade fairs, incoming buyers, feasibility and marketing studies, test marketing and trial shipments.

PEMD FOOD will also provide increased scope for, and a more flexible approach to, addressing the specialized export development needs and opportunities of the sector. Assistance may be provided for the organization of commodity groups to undertake commodity promotion. Under appropriate circumstances, assistance may cover capital or operating costs for special production, handling, storage or technical promotion facilities. Long-term market development plans and projects including generic promotion, establishment of overseas representation as well as technical training of individuals from customer countries may also be eligible. Assistance to non-sales organizations may be on a non-repayable basis.

In order to stimulate increased participation by the Canadian private sector in the industrial development and growth of developing countries through joint ventures and other forms of business collaborations, the federal government also initiated the Industrial Cooperation Program.

Unlike the federal programs described earlier in this chapter, the Industrial Cooperation Program is administered by the Canadian International Development Agency (CIDA) whose prime purpose is the provision of bilateral aid funding to lesser developed countries.

Through the Program, contributions to Canadian companies reduce the risk costs of investigating joint ventures, licensing arrangements, long-term management contracts, co-production agreements and other forms of cooperation in the Third World; allow developing country counterparts to visit Canada and provide for the training of key personnel and for other similar activities. The testing and adapting of Canadian technology to local conditions is provided for by contributions under the Canadian Technology Transfer or may receive contribution for studies, seminars and workshops, for training and for technical assistance projects. Missions to and from Canada to bring potential partners together are an ongoing function of the Program, as is information dissemination through the provision worldwide of Canadian business and technical periodicals, or via commissioned studies in Canada and in the Third World.

The purpose and coverage of the six programs are as follows:

- Starter Study: A preliminary analysis of the factors relevant to the establishment of a long-term business cooperation arrangement beneficial to the industrial development of a developing country and the Canadian economy. Funding is up to $15,000 per project.
- Viability Study: An in-depth analysis of all factors relevant to the establishment of a long-term business cooperation arrangement and its likely impact on the economies of the target developing country and Canada. Funding is up to $100,000 per project.
- Canadian Project Preparation Facility (CPPF): To enable Canadian business enterprises to provide project preparation (pre-feasibility) studies to developing countries to accelerate their industrialization and to facilitate Canadian participation in project implementation. Funding is up to $250,000 per project on the basis of scope of work and fee negotiated with the target country.
- Canadian Technology Demonstration Facility (CTDF): To enable Canadian enterprises to test and adapt their technology in developing countries as a lead-in to long-term co-operation with their developing country counterparts. Funding is up to $250,000 per project for up to 75% of the net costs of a test/demonstration in an eligible developing country.
- Canadian Renewable Energy Facility (CREF): To enable Canadian manufacturers in the field of renewable energy to test and adapt their technology in developing countries as a prelude to technology transfer. Funding is up to $250,000 per project for up to 100% of the net costs of a demonstration/test in an eligible developing country.
- Project Support: To assist Canadian businessmen in overcoming unusual problems, and to increase the developmental impact of projects. CIDA will provide support and financial assistance of up to $250,000 *inter alia* in the following areas of training, professional services, personnel assistance and project related equipment and facilities.

For further information on PEMD programs contact the Vancouver offices of the Department of Regional Industrial Expansion at (604) 666-1434. For information on CIDA programs contact the Director General, Industrial Cooperation Division at (819) 997-7901.

APPENDIX I
KEY CONTACTS AND ORGANIZATIONS

I.1 Government and Industry Associations
I.2 Financial Institutions
I.3 Canadian Trade Offices
I.4 Consulates located in Vancouver, British Columbia.

APPENDIX I.1
GOVERNMENT AND INDUSTRY ASSOCIATIONS

MINISTRY OF INDUSTRY AND SMALL BUSINESS DEVELOPMENT, GOVERNMENT OF BRITISH COLUMBIA

315 Robson Square
800 Hornby Street
Vancouver, B.C.
V6Z 2C5
Telephone: (604) 689-4411
Telex: 04-55459

British Columbia House
Ministry of Industry and Small Business Development
1 Regent Street
London, England
SW1Y 4NS
Telephone: 01-930-6857
Telex: 51-917369

British Columbia House
Royal Bank Centre
Suite 506
90 Sparks Street
Ottawa, Ontario
K1P 5B4
Telephone: (613) 234-8451
Telex: 053-3259

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION, GOVERNMENT OF CANADA

P.O. Box 49178
Suite 1101, Bentall Tower IV
1055 Dunsmuir Street
Vancouver, B.C.
V7X 1K8
Telephone: (604) 666-1434
Telex: 04-51191

DEPARTMENT OF EXTERNAL AFFAIRS, GOVERNMENT OF CANADA

125 Sussex Drive
Ottawa, Ontario
K1A 0G2
Telephone: Toll Free Number
Zenith 800-267-8376
Telex: 053-3745

EXPORT DEVELOPMENT CORPORATION (EDC)

1030 Bentall Centre, Tower I
505 Burrard Street
Vancouver, B.C.
V7X 1M5
Telephone: (604) 688-8658
Telex: 04-54223

CANADIAN INTERNATIONAL DEVELOPMENT AGENCY (CIDA)

200 Promenade du Portage
Hull, Quebec
K1A 0G4
Telephone: (613) 997-5456
Telex: 053-4140

CANADIAN COMMERCIAL CORPORATION (CCC)

The CCC, a legal entity only, acts primarily as the contracting agency when other countries and international agencies wish to purchase supplies and services from Canada on a government-to-government basis. It also provides a purchasing service to C.I.D.A. For further information contact:

Regional Director
Canadian Commercial Corporation
Bentall Tower IV
Suite 1101, 1055 Dunsmuir Street
P.O. Box 49178
Vancouver, B.C.
V7X 1K8
Telephone: (604) 666-3940
Telex: 04-51191

CANADIAN MANUFACTURERS' ASSOCIATION

The Canadian Manufacturers' Association provides a range of services that include statistics, tariff and transportation information, counselling on commercial law, foreign taxation, patents, etc. For further information contact:

Manager
Canadian Manufacturers' Association
1007-700 West Pender Street
Vancouver, B.C.
V6C 1G8
Telephone: (604) 685-8131
Telex: 04-51306

CANADIAN EXPORT ASSOCIATION (CEA)

The Canadian Export Association represents Canadian exporters and seeks to improve export policies and services. The Association also issues information bulletins on foreign trade requirements and sponsors education seminars. For further information contact:

Secretary/Treasurer
Canadian Export Association
c/o The Toronto-Dominion Bank
International Centre
P.O. Box 10003, Pacific Centre
Vancouver, B.C.
V7Y 1A2
Telephone: (604) 664-3410

APPENDIX I.2
FINANCIAL INSTITUTIONS

I.2.1 CANADIAN CHARTERED BANKS

Bank of British Columbia
International Banking
Suite 1725 - 2 Bentall Tower
555 Burrard Street
Vancouver, B.C.
V7X 1K1
Telephone: (604) 668-4529

Bank Canadian National
1033 West Pender Street
Vancouver, B.C.
V6E 3X1
Telephone: (604) 681-5151

Bank of Montreal
Trade Finance
6th Floor
595 Burrard Street
Vancouver, B.C.
V7X 1L5
Telephone: (604) 665-2740

Bank of Nova Scotia
International Centre
34th Floor
650 West Georgia Street
Vancouver, B.C.
V6B 4N7
Telephone: (604) 668-2115

Canadian Imperial Bank of Commerce
International Banking Centre
2nd Floor
640 West Hastings Street
Vancouver, B.C.
V6B 1P9
Telephone: (604) 664-2460

Continental Bank of Canada
16th Floor
1090 West Georgia Street
Vancouver, B.C.
V6E 3V7
Telephone: (604) 687-7441

Mercantile Bank of Canada
1177 West Hastings Street
Vancouver, B.C.
V6E 2K3
Telephone: (604) 684-8411

Northland Bank
1066 West Hastings Street
P.O. Box 12510
Vancouver, B.C.
V6E 3X1
Telephone: (604) 681-1316

Royal Bank of Canada
International Centre
6th Floor
1055 West Georgia
P.O. Box 11134
Vancouver, B.C.
V6E 3P3
Telephone: (604) 665-5108

Toronto Dominion Bank
International Department
700 West Georgia Street
Vancouver, B.C.
V7Y 1A2
Telephone: (604) 664-3398

Western & Pacific Bank of Canada
1560-625 Howe Street
Vancouver, B.C.
V6C 2T6
Telephone: (604) 669-0081

1.2.2 INTERNATIONAL DEVELOPMENT BANKS

Canadian Director
African Development Bank (BAD)
P.O. Box 1387
Abidjan, Ivory Coast

Commercial Contact:
Canadian Embassy
P.O. Box 21194
Abidjan, Ivory Coast

Canadian Director
Asian Development Bank (ADB)
Consulting Services Unit
P.O. Box 789
Manila, Philippines 2800

Commercial Contact:
Canadian Embassy
P.O. Box 971
Commercial Centre
Makati, Metro Manila 3117
Philippines

Canadian Director
Caribbean Development Bank (CDB)
P.O. Box 408
Wildey
St. Michael, Barbados

Commercial Contact:
Canadian High Commission
Culloden Road
St. Michael
P.O. Box 404
Bridgetown, Barbados

Canadian Director
Inter-American Development Bank (BID)
Office of Professional Services
808-17th Street, N.W.
Washington, D.C. 20577
U.S.A.

Commercial Contact:
Canadian Embassy
1746 Massachusetts Avenue, N.W.
Washington, D.C. 20036
U.S.A.

Canadian Director
World Bank (BRD)
1818 H Street N.W.
Washington, D.C. 20433
U.S.A.

Commercial Contact:
Canadian Embassy
1746 Massachusetts Avenue, N.W.
Washington, D.C. 20036
U.S.A.

United National Development Program (UNDP)
1 United Nations Plaza
New York, New York 10017
U.S.A.

Agencies of UNDP include:
Food & Agriculture Organization (FAO)
Vialle della Terme di Caracalla
Rome, Italy

U.N. Educational, Scientific & Cultural Organization (UNESCO)
Unesco House
9 Place de Fontenoy
Paris 75700, France

U.N. Industrial Development Organization (UNIDO)
Vienna International Centre
P.O. Box 300
A-1400, Vienna, Austria

World Health Organization (WHO)
1121 Geneva 27
Switzerland

1.2.3 FOREIGN BANK OFFICES IN VANCOUVER

ABN Bank Canada
Suite 2510
650 West Georgia Street
Vancouver, B.C.
V6B 4N8
Telephone: 682-5891

Bank of America (Canada)
Suite 1270-609 Granville Street
P.O. Box 10331
Vancouver, B.C.
V7Y 1H3
Telephone: 684-7281

Bank of Tokyo, Canada
Suite 1830-1 Bentall Centre
505 Burrard Street
Vancouver, B.C.
V7X 1G1
Telephone: 689-8661

Bank of Credit & Commerce Canada
Suite 740, 1 Bentall Centre
505 Burrard Street
Vancouver, B.C.
V7X 1M4
Telephone: 669-2202

Banque Nationale de Paris (Canada)
15th Floor-701 West Georgia Street
P.O. Box 10159
Pacific Centre
Vancouver, B.C.
V7Y 1E4
Telephone: 688-2212

Barclays Bank of Canada
Suite 1180
999 West Hastings Street
Vancouver, B.C.
V6C 2W2
Telephone: 669-2818

Chase Manhattan Bank of Canada
Suite 2420
650 West Georgia Street
Vancouver, B.C.
V6B 4N8
Telephone: 682-8581

Chemical Bank of Canada
Suite 600
1066 West Hastings Street
Vancouver, B.C.
V6E 3X1
Telephone: 682-7221

Citibank Canada
18th Floor
650 West Georgia Street
P.O. Box 11537
Vancouver, B.C.
V6B 4R9
Telephone: 685-6531

Crocker Financial Services Ltd.
Suite 1010
999 West Hastings Street
Vancouver, B.C.
V6C 2W2
Telephone: 684-6028

Dai-Ichi Kangyo Bank (Canada)
Suite 2774 - 4 Bentall Tower
1055 Dunsmuir Street
Vancouver, B.C.
V7X 1L4
Telephone: 684-6522

Daiwa Bank Ltd.
Suite 890
999 West Hastings Street
Vancouver, B.C.
V6Z 2W2
Telephone: 682-8811

Hanil Bank Canada
P.O. Box 49283
Suite 2674
4 Bentall Tower
1055 Dunsmuir Street
Vancouver, B.C.
V7X 1L3
Telephone: 681-2266

Hong Kong Bank of Canada
Suite 1818
200 Granville Street
Vancouver, B.C.
V6C 1L3
Telephone: 683-5811

The Industrial Bank of Japan (Canada)
Suite 3080
Vancouver Centre
650 West Georgia Street
Vancouver, B.C.
V6B 4N7
Telephone: 682-4511

Lloyds Bank International Canada
Suite 301
750 West Pender Street
Vancouver, B.C.
V6C 2T7
Telephone: 687-3755

Manufacturers Hanover Bank of Canada
Suite 2140
1066 West Hastings Street
Vancouver, B.C.
V6E 3X1
Telephone: 682-4646

Midland Bank Canada
Suite 704
750 West Pender Street
Vancouver, B.C.
V6C 2T7
Telephone: 682-6777

Mitsubishi Bank of Canada
Suite 48, Granville Square
200 Granville Street
Vancouver, B.C.
V6C 1S4
Telephone: 683-9151

The Mitsui Bank of Canada
Suite 2394 - 4 Bentall Tower
1055 Dunsmuir Street
P.O. Box 49331
Vancouver, B.C.
V7X 1L4
Telephone: 688-8631

Morguard Bank of Canada
999 West Hastings Street
Vancouver, B.C.
V6C 2X9
Telephone: 669-7325

National Westminster Bank of Canada
Suite 1206
750 West Pender Street
Vancouver, B.C.
V6C 2T8
Telephone: 669-4241

Overseas Bank (Canada)
612 Main Street
Vancouver, B.C.
V6A 2V3
Telephone: 682-7373

Philippine National Bank
Suite 820
609 Granville Street
P.O. Box 10327
Pacific Centre
Vancouver, B.C.
V7Y 1G5
Telephone: 685-2201

The Sanwa Bank Canada Ltd.
650 West Georgia Street
20th Floor
Vancouver, B.C.
Telephone: 683-8344

Seattle-First Bank Canada
Suite 2334 - 4 Bentall Tower
1055 Dunsmuir Street
P.O. Box 49310
Vancouver, B.C.
V7X 1L3
Telephone: 682-9701

Société General (Canada)
Suite 1475
650 West Georgia Street
Vancouver, B.C.
V6B 4N8
Telephone: 689-2444

State Bank of India (Canada)
110-540 Burrard Street
Vancouver, B.C.
V6C 2K1
Telephone: 681-3428

Swiss Bank Corp. (Canada)
Suite 2724
4 Bentall Centre
1055 Dunsmuir Street
Vancouver, B.C.
V7X 1L3
Telephone: 669-5570

APPENDIX L3
CANADIAN TRADE OFFICES

(October, 1983)

ALGERIA
Canadian Embassy
27 bis, rue d'Anjou
Hydra
(Mailing Address: C.P. 225, Alger Gare)
Algiers, Algeria
Cable: CANAD ALGER
Phone: 60-66-11
Telex: (Destination code 408) 52036
(CANAD ALGER)

ARGENTINA
Canadian Embassy
Casilla de Correo 3898
Suipacha 1111
Buenos Aires, Argentina
Cable: DOMCAN BUENOS AIRES
Phone: 312-9081 to 88
Telex: (Destination code 33) 21383
(21383 CANAD AR)
Territory: Paraguay, Uruguay

AUSTRALIA
CANBERRA*
Canadian High Commission
Commonwealth Avenue
Canberra ACT 2600, Australia
Cable: DOMCAN CANBERRA
Phone: 73-3844
Telex: (Destination code 71) 62017
(DOMCAN AA62017)
*The Canberra Office handles only those trade inquiries that require liaison with federal government departments and agencies.

MELBOURNE
Canadian Consulate General
Prince's Gate East Tower, 17th Floor
151 Flinders Street
Melbourne, Victoria 3000, Australia
Cable: CANADIAN MELBOURNE
Phone: (AC 03) 654-1433
Telex: (Destination code 71) 30501
(CANGOVT AA30501)
Territory: States of Victoria, South Australia, Tasmania

PERTH
Consulate General
160 St. George's Terrace
7th Floor, G.P.O. Box R1287
Perth, Western Australia 6000
Phone: 322-6288
Telex: (09) 95744/Answerback: DOMCAN AA95744
Territory: Western Australia and Northern Territory

SYDNEY
Canadian Consulate General
A.M.P. Centre, 8th Floor
50 Bridge Street
Sydney, N.S.W. 2000, Australia
Cable: CANADIAN SYDNEY
Phone: (02) 231-6522
Telex: (Destination code 71) 20600 (CANGOVT AA20600)
Territory: New South Wales, Queensland, Capital Territory, Northern Territory, Papua New Guinea, Solomon Islands, Nauru and Vanuate

AUSTRIA
Canadian Embassy
Luegerring 10
A-1010 Vienna, Austria
Cable: CANADIAN VIENNA
Phone: (222) 63-36-91 (-95), 63-66-26/27/28
Telex: (Destination code 47) 11-5320 (DOMCAN A)
Territory: Albania

BANGLADESH
Canadian High Commission
G.P.O. Box 569
House CWN 16/A
Road 48, Gulshan
Dacca, Bangladesh
Cable: DOMCAN Dacca
Phone: 600181-5
Telex: 65700/Answerback: 65700 DMCN BJ

BARBADOS
Canadian High Commission
P.O. Box 404
Commonwealth Development Corporation Building
Culloden Road, St. Michael
Bridgetown, Barbados
Cable: DOMCAN BRIDGETOWN
Phone: 6-2456
Telex: (Destination code 392) 2247/Answerback: (2247 CANADA WB)
Territory: Barbados, St. Martin, The Leeward and Windward Islands and British Virgin Islands

BELGIUM
Canadian Embassy
rue de Loxum 6
1000 Brussels, Belgium
Cable: CANADIAN BRUSSELS
Phone: (Area code 2) 513-79-40
Telex: (Destination code 46) 21613 (DOMCAN B)
Territory: Luxembourg

BRAZIL
BRASILIA
Canadian Embassy
Caixa Postal 07-0961
SES-Av. das Naçoes, lote 16
70-140 Brasilia D.F., Brazil
Cable: CANADA BRASILIA
Phone: Brasilia 223-7515
Telex: (Destination code 38) 611296 (611296 ECAN BR)
Territory: Central West, Northeast and Amazon Basin, Minas Gerais

RIO DE JANEIRO
Canadian Consulate General
Caixa Postal 2164-ZC-00
Edificio Argentina
Prai de Botafogo 228
10th Floor
22-250 Rio de Janeiro - RJ - Brazil
Cable: DOMINION RIO DE JANEIRO
Phone: (021) 551-9542
Telex: (Destination code 38) (021) 22583 (ECAN BR)
Territory: States of Rio de Janeiro, Espirito Santo and Bahia

SAO PAULO
Canadian Consulate General
Caixa Postal 22002
Edificio Top Center
Avenida Paulista, 854, 5 andar*
Sao Paulo, Brazil
Cable: CANADA BRASILIA
Phone: (011) 287-2122, 287-2234, 287-2601, 287-2213, 283-5458
Telex: (Destination code 38) 1123230 (1123230 CCAN BR)
Territory: States of Sao Paulo, Parana, Santa Catarina, Rio Grande do Sul, Mato Grosso and Mato Grosso do Sul
*Businessmen are advised to send only letters to this address. To ensure prompt arrival of parcels of any kind, the sender should consult Sao Paulo office first.

BRITAIN
LONDON
Commercial Division
Canadian High Commission
One Grosvenor Square
London, W1X 0AB, England
Cable: DOMINION LONDON
Phone: (01) 629-9492
Telex: (Destination code 51) 261592 (CDALDN G)
Territory: England, Wales, Gibraltar

BIRMINGHAM*
Canadian Consulate
Bristol and West House
2 St. Philip's Place
Birmingham, B3 2QJ England
Cable: Mapleleaf Birmingham
Phone: (021) 233-2127
Telex: 336041/Answerback: 336041 CDABMMG
*Trade Commissioner responsible for Birmingham resident in London

GLASGOW
Canadian Consulate
Ashley House
195 West George Street
Glasgow G22HS, Scotland
Cable: CANTRACOM GLASGOW
Phone: (041) 248-3026
Telex: (Destination code 77) 778650 (CDAGLW G)
Territory: Northern Ireland, Scotland

CAMEROON
Canadian Embassy
Immeuble Stamatiades
Avenue de l'Independance
C.P. 572
Yaoundé, Cameroon
Cable: DOMCAN Yaoundé
Phone: 23-02-03, 22-18-22, 22-10-90
Telex: 8209 (DOMCAN 8209KN)
Territory: Central African Republic, Chad, Gabon, Equatorial Guinea, Sao Tome and Principe

CHILE
Canadian Embassy
Ahumada 11, 10th Floor (Street Address)
Casilla 771 (Mailing Address)
Santiago, Chile
Cable: DOMCAN SANTIAGO DE CHILE
Phone: 64189/62256
Telex: (Destination code 34) 3490068 (440068 DOMCAN CZ)
To ensure prompt arrival of parcels of any kind, the sender should consult the Santiago office first about the best method to use.

CHINA, PEOPLE'S REPUBLIC OF
Canadian Embassy
10 San Li Tun
Chao Yang District
Peking, People's Republic of China
Phone: 521475
Cable: DOMCAN PEKING

COLOMBIA
Canadian Embassy
Apartado Aereo 53531
Calle 76 No. 11-52
Bogota 2, Colombia
Cable: CANADIAN BOGOTA
Phone: 235-5066/235-5477
Telex: (Destination code 35) 44568 (DMCA CO)

COSTA RICA
Canadian Embassy
Apartado Postal 10303
6th Floor, Cronos Building
Calle 3y Avda Central
San José, Costa Rica
Cable: DOMCAN SAN JOSÉ
Phone: 230446
Telex: (Destination code 376) 2179 (DOMCAN)
Territory: Panama, Nicaragua, El Salvador

CUBA
Canadian Embassy
Apartado 6125
Calle 30 No. 518 Esquina
a7a, Avenida Miramar
Havana, Cuba
(Send all mail to this address:
Commercial Division
Box 500 (HVAN)
Ottawa, Ontario K1N 8T7)
Cable: CANADIAN HAVANA
Phone: 2-6421/22/23
Telex: (Destination code 28) 511586 (CAN CU)
Territory: Cuba

CZECHOSLOVAKIA
Canadian Embassy
Mickiewiczova 6
125 33 Prague 6, Czechoslovakia
Cable: DOMCAN PRAGUE
Phone: 326941
Telex: (Destination code 66) 121061 (DMCN C)

DENMARK
Canadian Embassy
Kr. Bernikowsgade 1
DK = 1105 Copenhagen K, Denmark
Cable: DOMCAN COPENHAGEN
Phone: (01) 12-22-99
Telex: (Destination code 55) 27036 (DMCNC DK)
Territory Greenland, Faroe Islands

ECUADOR
Canadian Embassy
Edificio Belmonte
6th Floor
Calle Corea 126 Y Ave. Amazonas
(Mailing Address: Casilla 6512 C.C.I.)
Quito, Ecuador
Phone: 458-016, 458-156, 459-231
Telex: 2622/Answerback: DOMCAN ED

EGYPT, ARAB REPUBLIC OF
Canadian Embassy
6 Sharia Mohamed Fahmi el Sayed
Garden City
(Mailing Address:
Kasr el Doubara Post Office)
Cairo, Arab Republic of Egypt
Cable: DOMCAN CAIRO
Phone: 23110, 23159, 26415
Telex: (Destination code 91) 9-2677 (CANCAR UN)
Territory: Egypt, Sudan

ETHOPIA*
Canadian Embassy
African Solidarity Insurance Building,
Unity Square
P.O. Box 1130
Addis Ababa, Ethiopia
Cable: DOMCAN ADDIS ABABA
Phone: 44-83-35, -6
Telex: 21053/Answerback: DOMCAN Addis
*Trade Commissioner responsible for Ethiopia resident in Nairobi, Kenya

EUROPEAN COMMUNITIES
Mission of Canada to the European Communities
rue de Loxum, 6
B-1000 Brussels, Belgium
Cable: CANMISEUR
Phone: 513-0600
Telex: (Destination code 46) 21613 (DOMCAN B)
Territory: European Economic Community, European Atomic Energy Community, European Coal and Steel Community
This Mission is involved in development of industrial and economic co-operation between Canada and the EEC. Export market enquiries should be directed to the Canadian missions in the member countries of the EEC.

FINLAND
Canadian Embassy
Pohjois Esplanadi 25B
00100 Helsinki 10, Finland
(Mailing Address:
P.O. Box 779
00101, Helsinki)
Cable: DOMCAN HELSINKI
Phone: 171141
Telex: (Destination code 5) 121363 (121363 DMCNH SF)

FRANCE
Canadian Embassy
35 Avenue Montaigne
75008 Paris, France
Cable: CANADIAN PARIS
Phone: (01) 723-0101
Telex: (Destination code 42) 280806 (CANAD A 280806F)
Territory: Andorra, Monaco

BORDEAUX*
Canadian Consulate General
Croix du Mail; Rue Claude-Bonnier
33080 Bordeaux Cédex, France
Cable: DOMCAN BORDEAUX
Phone: 96-15-61
Telex: 560 768/Answerback: DOMCAN 560768F
*Trade Commissioner responsible for Bordeaux resident in Paris.

MARSEILLE*
Canadian Consulate General
24, Av. du Prado
13006 Marseille
Marseille, France
Cable: DOMCAN MARSEILLE
Phone: (91) 37-19-37, -38, -39, -40
Telex: 420755/Answerback: DOMCAN 420755F MARSEILLE
Territory: South East France
*Trade Commissioner responsible for Marseille resident in Paris

STRASBOURG*
Canadian Consulate General
10 Place du Temple-Neuf
Postal Address: C.P. 288/47
67007 Strasbourg Cédex
Strasbourg, France
Phone: (88) 32-65-96
Telex: 890655/Answerback: 890655F CANADA S
*Trade Commissioner responsible for Strasbourg resident in Paris

GABON*
Canadian Embassy
P.O. Box 4037
Libreville, Gabon
Phone: 72.41.54; 72.41.56; 72.41.69
Telex: 5527/Answerback: DOMCAN 5527 GO
*Trade Commissioner responsible for Gabon resident in Yaoundé, Cameroon

GERMANY (FRG)

BONN
Commercial Division, Canadian Embassy
Friedrich-Wilhelmstrasse 18
D-5300 Bonn, Federal Republic of Germany
Cable: CANADIAN BONN
Phone: 231061 (Area code 0228)
Telex: (Destination code 41) 886421 (DOMCA D0)
Territory: States of Hesse, Rhineland-Palatinate, Saar

MUNICH
Canadian Consulate General
*Maximiliansplatz 9
8000 Munich 2
Federal Republic of Germany
Phone: (089)55-8531
Telex: 5214139/Answerback: CAN D
Territory: Bavaria and Baden-Wuerttenberg

DÜSSELDORF
Canadian Consulate General
Immermannstrasse 3
D-4000 Düsseldorf
Federal Republic of Germany
Cable: CANADIAN DÜSSELDORF
Phone: 353471 (Area code 0211)
Telex: (Destination code 41) 8587144 (DMCN D)
Territory: State of North Rhine-Westphalia

HAMBURG
Canadian Consulate General
Esplanade 41-47
D-2000 Hamburg 36
Federal Republic of Germany
Cable: CANADIAN HAMBURG
Phone: 351805
Telex: (Destination code 41) 215555 (DMCNH D)
Territory: City States of Hamburg and Bremen, States of Lower Saxony and Schleswig-Holstein, West Berlin

GHANA*
Canadian High Commission
E 115/3 Independence Avenue
P.O. Box 1639
Accra, Ghana
Cable: DOMCANADA ACCRA
Phone: 28555
Telex: 2024/Answerback: DOMCAN ACC
*Trade Commissioner responsible for Ghana resident in Lagos, Nigeria

GREECE
Canadian Embassy
4 Ioannou Ghennadious Street
Athens 115, 21, Greece
Cable: CANADIAN ATHENS
Phone: 7239-511
Telex: (Destination code 601) 215584 (215584 DOM GR)

GUATEMALA
Canadian Embassy
Edificio Galerias Espana, 6th Floor
(Postal Address: P.O. Box 400)
7 Avenida 11-59, Zona 9
Guatemala City, Guatemala, C.A.
Cable: CANADIAN GUATEMALA CITY
Phone: 211411/321413/321417/321418/321419/321426/321428/321429
Telex: (Destination code 37) 5206 (5206 CANADA GU)
Territory: Honduras

GUYANA*
Canadian High Commission
P.O. Box 10880
High and Young Streets
Georgetown, Guyana
Cable: DOMCAN GEORGETOWN
Phone: 72081, -5
Telex: 2215/Answerback: DOMCAN GY
*Trade Commissioner responsible for Guyana resident in Port-of-Spain, Trinidad and Tobago

HAITI*
Canadian Embassy
C.P. 826
Edifice Banque Nova Scotia
Route de Delmas
Port-au-Prince, Haiti
Cable: DOMCAN PORT-AU-PRINCE
Phone: 2-2358, 2-4231, 2-4919
Telex: 3490069/Answerback: DOMCAN 3490069
*Trade Commissioner responsible for Haiti resident in Port-of-Spain, Trinidad and Tobago

HONG KONG
Commission for Canada
P.O. Box 20264
Hennessy Road Post Office
Hong Kong
Cable: DOMCAN HONG KONG
Phone: 5-282222
Telex: (Destination code 802) 73391/Answerback: 73391 (DOMCA HX)
Territory: Macao

HUNGARY
Canadian Embassy
Budakeszi ut 55/dP/8
H-1021 Budapest, Hungary
Cable: CANADA BUDAPEST
Phone: 387-312, 387-512, 387-711, 387-712
Telex: (Destination code 61) 224588 (CANADA H)

INDIA
Canadian High Commission
P.O. Box 5208
Shantipath
Chanakyapuri 110021
New Delhi, India
Cable: CANADIAN NEW DELHI
Phone: 61-9461
Telex: (Destination code 81) 31-2346 (031-2346 DMCN IN)
Territory: Bhutan, Sri Lanka, Nepal, Maldives

INDONESIA
Canadian Embassy
5th Floor
Wisma Metropolitan
Jl. Jenderal Sudirman 29
Jakarta, Indonesia
(Mailing Address: P.O. Box 52/JKT Jakarta, Indonesia)
Cable: DOMCAN JAKARTA
Phone: 584-032 to 584-039
Telex: (Destination code 73) 44345 (44345 DMCAN JKT)

IRAQ
Canadian Embassy
P.O. Box 323
Central Post Office
Baghdad, Iraq
(Embassy located in the suburb of Al-Mansour)
Cable: DOMCAN BAGHDAD
Phone: (01) 5521459
Telex: (Destination code 491) 2486 (DOMCAN IK)

IRELAND
Canadian Embassy
65/68 St. Stephen's Green
Dublin 2, Ireland
Cable: DOMCAN DUBLIN
Phone: (01) 781-988
Telex: (Destination code 500) 25488/Answerback: 25488 (DMCN EI)

ISRAEL
Canadian Embassy
220 Hayarkon Street
(Postal Address: P.O. Box 6410)
Tel Aviv, Israel 63405
Cable: CANADIAN TEL AVIV
Phone: 228122
Telex: (Destination code 606) 341293 (341293 CANAD IL)
Territory: Cyprus

ITALY
ROME
Canadian Embassy
Via G.B. de Rossi 27
00161 Rome, Italy
Cable: CANADIAN ROME
Phone: (06) 855-341
Telex: (Destination code 43) 610056 (DOMCAN I)
Territory: Provinces of Toscana, Marche, Umbria, Lazio, Abruzzi-Molise, Puglia, Campania, Basilicata, Calabria, Sicilia, Sardegna
Other countries: Malta

MILAN
Canadian Consulate General
Via Vittor Pisani 19
20124 Milan, Italy
Cable: CANTRACOM MILAN
Phone: (02) 652-600/657-0451
Telex: (Destination code 43) 310368
(310368 CANCON I)
Territory: Provinces of Emilia-Romagna, Lombardia, Piemonte, Trentino-Alto Adige, Veneto, Liguria, Val d'Aosta, Friuli-Venezia Giulia

IVORY COAST
Canadian Embassy
C.P. 4101
23 rue Nogues
Edifice Trade-Center
Abidjan 01, Ivory Coast
Cable: DOMCAN ABIDJAN
Phone: 32-20-09
Telex: (Destination code 983) 3593 or 2507 (DOMCAN ABIDJAN)
Territory: Liberia, Mali, Niger, Upper Volta, Sierra Leone

JAMAICA
Canadian High Commission
P.O. Box 1500
Royal Bank Building
30-36 Knutsford Boulevard
Kingston 10, Jamaica
Cable: CANADIAN KINGSTON (JAMAICA)
Phone: 92-61500
Telex: (Destination code 291) 2130 (2130 BEAVER JA)
Territory: Bahamas, Belize, Cayman Islands, Turks and Caicos Islands

JAPAN
Canadian Embassy
3-38 Akasaka 7-Chome, Minato-ku
Tokyo 107, Japan
Cable: CANADIAN TOKYO
Phone: (03) 408-2101/8
Telex: (Destination code 72) 22218 (DOMCAN J22218)
FAX: (G3 System) 03-479-5320
Territory: Guam

JORDAN
Canadian Embassy
Fourth Floor
Pearl of Shmeissani Building
(Opposite Jordan Tower Hotel, Shmeissani)
Amman, Jordan
(Mailing Address: P.O. Box 815403, Amman, Jordan)
Phone: 666-124
Telex: (Destination code 493) 23080/
Answerback: 23080 (CANAD JO)
Territory: Lebanon, Syria

KENYA
Canadian High Commission
P.O. Box 30481
Nairobi, Kenya
Situated in:
Comcraft House
Hailé Sélassie Avenue
Cable: DOMCAN NAIROBI
Phone: 334033
Telex: (Destination code 987) 22198 (DOMCAN)
Territory: Comoros Islands, Djibouti, Ethiopia, Tanzania, Uganda, Democratic Republic of Madagascar, Mauritius, Réunion, Seychelles

KOREA
Canadian Embassy
Kolon Building
45 Mugyo-Dong, Jung-Ku
(Mailing Address: P.O. Box 6299)
Seoul 100, Republic of Korea
Cable: SEOUL DOMCAN
Phone: 776-4062/8
Telex: (Destination code 801) 27425 (CANADA K27425)

KUWAIT
Canadian Embassy
Plot 1
28 Quraish St.
Nuzha District
(Mailing Address: P.O. Box 25281
Safat, Kuwait)
Cable: CANADA KUWAIT
Phone: 251-1451/255-5754/255-934
Telex: (Destination code 496) 23549 (MCAN KT)
Territory: Bahrain, United Arab Emirates, Oman and Qatar

LEBANON
Canadian Embassy
Immeuble Sabbagh
rue Hamra
(Postal Address: C.P. 2300)
Beirut, Lebanon
Cable: DOMCAN BEIRUT
Phone: 350-660-1, -2, -3
Telex: (Destination code 494) 20652/
Answerback: DOMCAN 20652LE

MALAYSIA
Canadian High Commission
P.O. Box 990
A.I.A. Building, Ampang Road
Kuala Lumpur, Malaysia
Cable: DOMCAN KUALA LUMPUR
Phone: (03) 289722/3/4/5 and 289795
Telex: (Destination code 84) 30269 (DOMCAN MA 30269)
Territory: Brunei

MALI
Canadian Embassy
B.P. 198
Bamako, Mali
Phone: 22-22-36
Telex: 530
Territory: West Africa

MEXICO
Canadian Embassy
Calle Schiller No. 529
Colonia Polanco
(Mailing Address: Apartado Postal 105-05)
Mexico, 5 D.F., Mexico
Cable: CANADIAN MEXICO CITY
Phone: (905) 254-3288
Telex: (Destination code 22) 1771191 (DMCNME)

MOROCCO
Canadian Embassy
13 bis rue Jaafar As-Sadik
(Mailing Address: C.P. 709)
Rabat-Agdal, Morocco
Phone: 713-75/76/77
Telex: (Destination code 407) 31964M (CDARABAT 31964M)

NETHERLANDS
Canadian Embassy
Sophialaan 7
2514 JP The Hague, Netherlands
Cable: DOMCAN THE HAGUE
Phone: (070) 61-41-11
Telex: (Destination code 44) 31270 (31270 DMCN NL)

NEW ZEALAND
Canadian High Commission
(P.O. Box 12-049 Wellington)
ICI House, 4th Floor
Molesworth Street
Wellington, New Zealand
Cable: DOMCAN WELLINGTON
Phone: 739577
Telex: (Destination code 74) 3577/
Answerback: DOMCAN NZ 3577
Territory: Cook Islands, Gilbert Islands, Tonga, Western Samoa, Fiji, New Caledonia, New Hebrides, Tuvalu, Niue, French Polynesia, Tahiti

NIGERIA
Canadian High Commission
P.O. Box 54506
Ikoyi Station
Lagos, Nigeria
Cable: CANADIAN LAGOS
Phone: 612382/386
Telex: (Destination code 905) 21275 (21275 DOMCAN NG)
Territory: Ghana, Benin, Togo

NORTH ATLANTIC COUNCIL
Delegation of Canada to the North Atlantic Council
1110 Brussels, Belgium
Cable: CANDEL BRUSSELS
Phone: 215-88-53

NORWAY
Canadian Embassy
Postuttak
Oslo 1, Norway
Cable: DOMCAN
Phone: (Area code 2) 46.69.55
Telex: (Destination code 56) 71880 (71880 DOMCAN)
Territory: Iceland

OECD
Permanent Delegation of Canada
19 rue de Franqueville
75016 Paris, France
Telex: (Destination code 42) 280806 (CANAD A 280806 F)

PAKISTAN
Canadian Embassy
(P.O. Box 1042)
Diplomatic Enclave
Ramna 5
Islamabad, Pakistan
Cable: CANADIAN ISLAMABAD
Phone: 21101-04
Telex: (Destination code 82) 825700 (5700 DOMCAN PK)
Territory: Afghanistan

PERU
Canadian Embassy
Libertad 130, Miraflores
Casilla 1212
Lima, Peru
Cable: CANADIAN LIMA
Phone: 463890
Telex: (Destination code 36) 25323 (25323PE DOMCAN)
Territory: Bolivia

PHILIPPINES
Canadian Embassy
4th Floor, Cibeles Building
6780 Ayala Avenue
(Mailing Address: P.O. Box 971)
Makati, Metro Manila, Philippines 3117
Cable: DOMCAN MANILA
Phone: (AC 02) 87-65-36 or 87-78-46
Telex: (Destination code 75) 63676 (63676 DOMCAN PN)

POLAND
Canadian Embassy
Ulica Matejki 1/5
Srodmiescle
Warsaw 00-481, Poland
Cable: DOMCAN WARSAW
Phone: 29-80-51
Telex: (Destination code 63) 813424 (813424 CANAPL)
Territory: German Democratic Republic

PORTUGAL
Canadian Embassy
Rua Rosa Araujo, 2
Lisbon 2, Portugal
Cable: CANADIAN LISBON
Phone: 56-38-21, 56-38-25 (Trade Section Night Line)
Telex: (Destination code 404) 12377 (DOMCAN P)
Territory: Azores, Madeira

ROMANIA
Canadian Embassy
36, Nicolae Iorga
C.P. 2966
Oficiul Postal No. 22
71118 Bucharest, Romania
Phone: 50-63-30/50-59-56
Telex: (Destination code 651) 10690 (CANAD R)

SAUDI ARABIA
Canadian Embassy
King Abdul Aziz Street
Queen's Building - 6th Floor
P.O. Box 5050
Jeddah 31422 Saudi Arabia
Cable: DOMCAN JEDDAH
Phone: 643-4900/4597/4598/4587 or 642-9798
Telex: 401060 (DOMCAN SJ)
Territory: Arab Republic of Yemen, People's Democratic Republic of Yemen, Somali Democratic Republic

SENEGAL
Canadian Embassy
45, av. de la République, C.P. 3373
Dakar, Senegal
Cable: DOMCAN DAKAR
Phone: 210290
Telex: 632 (DOMCAN SG)
Territory: Gambia, Guinea, Guinea-Bissau, Mauritania, Cape Verde Islands

SINGAPORE
Canadian High Commission
Faber House, 10th Floor
230 Orchard Road
Singapore 0923
(Postal Address: Maxwell Rd., P.O. Box 845, Singapore, 9016)
Cable: CANADIAN SINGAPORE
Phone: 737-1322
Telex: (Destination code 87) RS21277 (DOMCAN RS21277)

SOUTH AFRICA
Canadian Embassy
Nedbank Plaza
Corner of Church and Beatrix
Arcadia, Pretoria 0083, South Africa
(Mailing Address: P.O. Box 26006, Arcadia, Pretoria 0007)
Cable: CANDOM PRETORIA
Phone: 287062/3/4
Telex: 3720 (3-720 SA)
Territory: Botswana, Lesotho, Swaziland, St. Helena

SPAIN
Canadian Embassy
Apartado 117
35, Nunez de Balboa
Madrid 1, Spain
Cable: CANADIAN MADRID
Phone: 431-4300
Telex: (Destination code 52) 27347 (DOMCAN E)
Territory: Provinces outside the peninsula — Balearic Islands, Canary Islands

SRI LANKA*
Canadian High Commission
P.O. Box 1006
6 Gregory's Road
Colombo 7
Sri Lanka
Cable: DOMCANADA COLOMBO
Phone: 59-58-41, -42, -43; 59-87-97
Telex: 21106/Answerback: 21106 (DOMCAN CE)

*Trade Commissioner responsible for Sri Lanka resident in New Delhi, India

SWEDEN
Canadian Embassy
Tegelbacken 4 - 7th Floor
Stockholm, Sweden
(P.O. Box 16129
S-103 23 Stockholm 16, Sweden)
Cable: CANADIAN STOCKHOLM
Phone: (08) 23-79-20
Telex: (Destination code 54) 10687 (A/B 10687 DOMCAN S)

SWITZERLAND
Canadian Embassy
Kirchenfeldstrasse 88
CH-3005 Berne, Switzerland
Cable: CANADIAN BERNE
Phone: (031) 44-63-81
Telex: (Destination code 45) 32489 (DMCNB CH)
Territory: Liechtenstein

TANZANIA, UNITED REPUBLIC OF*
Canadian High Commission
P.O. Box 1022
Pan Africa Insurance Building
Independence Avenue
Dar-es-Salaam, United Republic of Tanzania
Cable: Domcan Dar-es-Salaam
Phone: 20651
Telex: 41015/Answerback: 41015 (DOMCAN)
*Trade Commissioner responsible for Tanzania resident in Nairobi, Kenya

THAILAND
Canadian Embassy
The Boonmitr Building, 11th Floor
138 Silom Road
P.O. Box 2090
Bangkok 5, Thailand
Cable: DOMCAN BANGKOK
Phone: 234-1561/8
Telex: (Destination code 86) 82671 (82671 DOMCAN TH)
Territory: Laos, Cambodia, Burma, Socialist Republic of Vietnam

TRINIDAD AND TOBAGO
Canadian High Commission
Huggins Building
72 South Quay, P.O. Box 1246
Port-of-Spain, Trinidad and Tobago
Cable: MAPLE LEAF PORT OF SPAIN
Phone: 62-37254/8, 62-34787
Telex: (Destination code 294) 3429 (3429 DOMCAN WG)
Territory: French Guiana, Guadeloupe, Guyana, Haiti, Martinique, Surinam

TUNISIA
Canadian Embassy
3, Rue du Sénégal
Place de Palestine
C.P. 31
Belvédère
Tunis, Tunisia
Cable: DOMCAN TUNIS
Phone: 286-577
Telex: 12324 (12324 DOMCAN TN)
Territory: Tunisia and The Socialist Popular Libyan Arab Jamahiriya (Libya)

TURKEY
Canadian Embassy
Nenehatun Caddesi 75
Gaziosmanpasa, Ankara, Turkey
Cable: DOMCAN ANKARA
Phone: 27-58-03/04/05
Telex: (Destination code 607) 42369 (DCAN TR)

UNION OF SOVIET SOCIALIST REPUBLICS
Canadian Embassy
23 Starokonyushenny Pereulok
Moscow, USSR
Cable: CANAD MOSCOW
Phone: 241-9034/9155/5070
Telex: (Destination code 64) 413401 (413401 DOMCAN SU)
Territory: Mongolia

UNITED NATIONS
Permanent Mission of Canada to the United Nations
866 United Nations Plaza
Suite 250
New York, N.Y. 10017-1897
Cable: CANINUN NEW YORK CITY
Phone: (212) 751-5600
Telex: 00126269 (CANINUN NYK)
Territory: United Nations Secretariat, UNDP, UNICEF and other New York-based UN bodies

UNITED STATES

WASHINGTON
Canadian Embassy
1746 Massachusetts Avenue, N.W.
Washington, D.C. 20036-1985
Cable: CANADIAN WASHINGTON
Phone: (202) 785-1400, 483-5505 (Defence Production)
Telex: 0089664 (DOMCAN A WSH)
Telephone number, street and mailing address for those indicated by an asterisk(*) is 483-5505 (AC 202), 2450 Massachusetts Avenue, N.W., Washington, D.C. 20008-2881
Territory: U.S. Government and agencies; International organizations with headquarters in Washington. All other trade promotion inquiries relating to the Washington, D.C. area should be addressed to the Consulate in Philadelphia.

ATLANTA
Canadian Consulate General
400 South Omni International
Atlanta, Georgia 30303-1290
(Postal Address: P.O. Box 56169)
Atlanta, Georgia 30303
Phone: (404) 577-6810
Telex: 00542676 (DOMCAN ATL)
Territory: Alabama, Florida, Georgia, Mississippi, North and South Carolina, Tennessee, Puerto Rico, U.S. Virgin Islands

BOSTON
Canadian Consulate General
500 Boylston Street
Boston, Massachusetts 02116-3775
Phone: (617) 262-3760
Telex: 94-0625 (DOMCAN BSN)
Territory: States of Maine, Massachusetts, New Hampshire, Rhode Island, Vermont
Other countries: St-Pierre-et-Miquelon

BUFFALO
Canadian Consulate General
One Marine Midland Center
Suite 3550
Buffalo, New York 14203
Phone: (716) 852-1247
Telex: 0091329 (DOMCAN BUF)
Territory: Western, Central and Upstate New York

CHICAGO
Canadian Consulate General
310 South Michigan Avenue, 12th Floor
Chicago, Illinois 60604-4295
Cable: DOMCAN CHICAGO
Phone: (312) 427-1031
Telex: 00254171 (DOMCAN CGO)
Territory: Illinois, Missouri, Wisconsin, the quad-city region of Iowa and Kansas City, Kansas

CLEVELAND
Canadian Consulate General
Illuminating Building
Suite 1008
55 Public Square
Cleveland, Ohio 44113-1983
Cable: CANADIAN CLEVELAND
Phone: (216) 771-0150
Telex: 00985364 (DOMCAN CLV)
Territory: States of Ohio, Kentucky, West Virginia, Western Pennsylvania

DALLAS
Canadian Consulate General
2001 Bryan Tower, Suite 1600
Dallas, Texas 75201-8031
Cable: CANADIAN DALLAS
Phone: (214) 742-8031
Telex: 00732637 (DOMCAN DAL)
Territory: States of Texas, Arkansas, Kansas (excluding Kansas City), Louisiana, New Mexico and Oklahoma

DETROIT
Canadian Consulate General
1920 First Federal Building
1001 Woodward Avenue
Detroit, Michigan 48226-1966
Cable: CANADIAN DETROIT
Phone: (313) 965-2811
Night Line: 264-1370
Telex: 23-0715 (DOMCAN DET)
Territory: City of Toledo, Ohio, and States of Michigan and Indiana

LOS ANGELES
Canadian Consulate General
510 West Sixth Street
Los Angeles, California 90014-1377
Phone: (213) 627-9511
Telex: 00674119 (DOMCAN LSA)
Territory: States of Arizona, California (ten southern counties), Clark County in Nevada

MINNEAPOLIS
Canadian Consulate General
15 South Fifth Street
Minneapolis, Minnesota 55402-1078
Phone: (612) 333-4641
Telex: 00290229 (DOMCAN MPS)
Territory: States of Iowa, Nebraska, Minnesota, North and South Dakota and Montana

NEW ORLEANS*
Canadian Consulate General
Suite 2110, International Trade Mart
2 Canal St.
New Orleans, Louisiana 70130-1459
Phone: (504) 525-2136
Telex: 058237/Answerback: DOMCAN NLN
*Consulate General in Dallas responsible for trade matters

NEW YORK
Canadian Consulate General
1251 Avenue of the Americas
New York City, N.Y. 10020-1175
Cable: CANTRACOM NEW YORK CITY
Phone: (212) 586-2400
Night Line: 586-2403
Telex: 00126242 (DOMCAN NYK)
Territory: States of Connecticut, New Jersey (twelve northern counties), southern New York
Other countries: Bermuda

PHILADELPHIA
Canadian Consulate General
3 Parkway Building, Suite 1620
Philadelphia, Pennsylvania 19102
Cable: CANADIAN PHILADELPHIA
Phone: (215) 561-1750
Telex: 00845266 (DOMCAN PHA)
Territory: States of Delaware, Maryland, New Jersey (nine southern counties), eastern Pennsylvania, Virgina, District of Columbia

SAN FRANCISCO
Canadian Consulate General
One Maritime Plaza
Alcoa Building, Suite 1100
Golden Gateway Center
San Francisco, California 94111-3468
Phone: (415) 981-2670
Telex: 0034321 (DOMCAN SFO)
Territory: States of California (except the ten southern counties), Colorado, Hawaii, Nevada (except Clark County), Utah, Wyoming

SEATTLE
Canadian Consulate General
412 Plaza 600, Sixth and Stewart
Seattle, Washington 98101-1286
Phone: (206) 223-1777
Telex: 032-8762 (DOMCAN SEA)
Territory: States of Alaska, Idaho, Oregon, Washington

VENEZUELA
Canadian Embassy
Edificio Torre Europa
Piso 7, Avenida Francisco de Miranda
Chacaito, Caracas, Venezuela
(Postal Address: Appartado 62-302
Caracas 1060A)
Cable: CANADIAN CARACAS
Phone: (02) 339776
Telex: (Destination code 31) 23377 (DOMCAN VE)
Territory: Netherlands Antilles, Dominican Republic

YUGOSLAVIA
Canadian Embassy
Proleterskih Brigada 69
11000 Belgrade, Yugoslavia
Cable: DOMCAN BELGRADE
Phone: 434-524
Telex: (Destination code 62) 11137 (11137 DOMCA YU)
Territory: Bulgaria

ZAIRE, REPUBLIC OF
Canadian Embassy
Edifice Petrozaire
Coin Ave. Wangata et boul.
(Mailing Address: C.P. 8341)
Kinshasa, Republic of Zaire
Cable: DOMCAN KINSHASA
Phone: 22-706 and 24-346
Telex: (Destination code 982) 21303 (21303 DOMCAN ZR)
Territory: Burundi, Rwanda, People's Republic of Congo, Angola, Zaire

ZAMBIA*
Canadian High Commission
P.O. Box 31313
Barclays Bank, North End Branch
Cairo Road, Lusaka, Zambia
Cable: DOMCAN LUSAKA
Phone: 216161
Telex: ZA 42480/Answerback: DOMCAN

ZIMBABWE
Canadian High Commission
45 Baines Avenue
(Mailing Address: P.O. Box 1430)
Harare, Zimbabwe
Cable: CANAD HARARE
Phone: 793801
Telex: (Destination code 907) 4465 (4465 RH)
Territory: Zambia, Mozambique, Malawi

APPENDIX I.4
CONSULATES LOCATED IN BRITISH COLUMBIA

Consulate General of Australia
Box 12519, Oceanic Plaza
800-1066 W. Hastings Street
Vancouver, B.C.
V6E 3X1
Telephone: (604) 684-1177

Consulate of Austria
525 Seymour Street
Vancouver, B.C.
V6B 3H9
Telephone: (604) 683-7571

Consulate of Barbados
3588 West 31st Avenue
Vancouver, B.C.
V6S 1Y9
Telephone: (604) 261-6771

Consulate General of Belgium
Box 10119, IBM Tower
1560-701 W. Georgia Street
Vancouver, B.C.
V7Y 1C6
Telephone: (604) 682-1878

Consulate of Bolivia
504-1033 Davie Street
Vancouver, B.C.
V6E 1M7
Telephone: (604) 685-8121

Consulate General of Britain
407-602 W. Hastings Street
Vancouver, B.C.
V6B 1P6
Telephone: (604) 683-4421

Consulate General of Chile
305-1124 Lonsdale Avenue
North Vancouver, B.C.
V7M 2H1
Telephone: (604) 985-6211

Consulate General of The People's Republic of China
3380 Granville Street
Vancouver, B.C.
V6H 3K3
Telephone: (604) 736-3910

Consulate of Colombia
4202 Musqueam Drive
Vancouver, B.C.
V6N 3R7
Telephone: (604) 261-8211

Consulate of Costa Rica
804-1550 Alberni Street
Vancouver, B.C.
V6G 1A5
Telephone: (604) 682-3865

Consulate of Denmark
1102-475 Howe Street
Vancouver, B.C.
V6C 2B3
Telephone: (604) 684-5171

Trade Commission of Denmark
308-545 Clyde Avenue
West Vancouver, B.C.
V7T 1C5
Telephone: (604) 926-8611

Consulate of Dominican Republic
1154 W. Broadway
Vancouver, B.C.
V6H 1G5
Telephone: (604) 684-5398 or 738-1414

Consulate of Ecuador
920-777 Hornby Street
Vancouver, B.C.
V6Z 1S4
Telephone: (604) 689-0481 or 689-0482

Consulate of El Salvador
606-1200 Burrard Street
Vancouver, B.C.
V6Z 2C7
Telephone: (604) 681-1434

Consulate of Fiji
1437 W. 64th Avenue
Vancouver, B.C.
V6P 2N5
Telephone: (604) 876-4343

Consulate of Finland
12 East Third Avenue
Vancouver, B.C.
V5T 1C3
Telephone: (604) 879-8671

Trade Commission of Finland
1100-1176 W. Georgia Street
Vancouver, B.C.
V6E 4A2
Telephone: (604) 687-6366

Consulate General of France
1201-736 Granville Street
Vancouver, B.C.
V6Z 1H9
Telephone: (604) 681-2301

Trade Commission of France
320-736 Granville Street
Vancouver, B.C.
V6Z 1J1
Telephone: (604) 684-1271

Consulate General of Federal Republic of Germany
501-325 Howe Street
Vancouver, B.C.
V6C 2A2
Telephone: (604) 684-8377

Consulate of Greece
501-1200 Burrard Street
Vancouver, B.C.
V6Z 2C7
Telephone: (604) 681-1381

Consulate of Guatemala
1400-736 Granville Street
Vancouver, B.C.
V6Z 1G7
Telephone: (604) 682-4831

Consulate of Honduras
Box 3654
Vancouver, B.C.
V6B 3Y8
Telephone: (604) 685-7711

Consulate of Iceland
1804-1055 Dunsmuir Street
Vancouver, B.C.
V7X 1C5
Telephone: (604) 688-5421

Consulate General of India
104-325 Howe Street
Vancouver, B.C.
V6C 1Z7
Telephone: (604) 681-0644 or 669-6821

Consulate of Indonesia
2nd Floor, 526 Granville Street
Vancouver, B.C.
V6C 1W6
Telephone: (604) 682-8855 or 682-8856

Consulate General of Italy
505-1200 Burrard Street
Vancouver, B.C.
V6Z 2C7
Telephone: (604) 684-7288

Trade Commission of Italy
624-736 Granville Street
Vancouver, B.C.
V6Z 1H2
Telephone: (604) 685-8451

Consulate of Ivory Coast
1400-1030 W. Georgia Street
Vancouver, B.C.
V6E 3C2
Telephone: (604) 687-9444

Consulate General of Japan
1210-1177 W. Hastings Street
Vancouver, B.C.
V6E 2K9
Telephone: (604) 684-5868

Consulate General of Korea
830-1066 W. Hastings Street
Vancouver, B.C.
V6E 3X1
Telephone: (604) 681-9581

Consulate General of Liberia
1011-1030 W. Georgia Street
Vancouver, B.C.
V6E 3B5
Telephone: (604) 681-5232

Consulate of Malaysia
1400-1030 West Georgia Street
Vancouver, B.C.
V6E 3C2
Telephone: (604) 687-9444

Consulate General of Mexico
310-625 Howe Street
Vancouver, B.C.
V6C 2T6
Telephone: (604) 684-3547

Consulate of Monaco
1400-736 Granville Street
Vancouver, B.C.
V6Z 1G7
Telephone: (604) 684-0015

Consulate General of the Netherlands
721-475 Howe Street
Vancouver, B.C.
V6C 2B3
Telephone: (604) 684-6448

Consulate of New Zealand
1260-701 W. Georgia Street
Vancouver, B.C.
V7Y 1B6
Telephone: (604) 684-7388

Consulate General of Norway
817-837 W. Hastings Street
Vancouver, B.C.
V6C 1B6
Telephone: (604) 682-2281

Consulate General of Peru
121-1650 Alberni Street
Vancouver, B.C.
V6G 1B1
Telephone: (604) 669-1347 or 669-9229

Consulate General of Republic of the Philippines
301-470 Granville Street
Vancouver, B.C.
V6C 1V5
Telephone: (604) 685-7645 or 685-1619

Trade Commission of Republic of the Philippines
319-470 Granville Street
Vancouver, B.C.
V6C 1V5
Telephone: (604) 688-0644

Consulate of Portugal
200-856 Homer Street
Vancouver, B.C.
V6B 3S3
Telephone: (604) 688-6514

Vice-Consulate of Spain
Box 1025, Pacific Centre
1100-700 W. Georgia Street
Vancouver, B.C.
V7Y 1A1
Telephone: (604) 688-9471 or 688-1311

Consulate of Sweden
1109-1177 W. Hastings Street
Vancouver, B.C.
V6E 2K3
Telephone: (604) 683-5838

Consulate General of Switzerland
1130-505 Burrard Street
Vancouver, B.C.
V7X 1M5
Telephone: (604) 684-2231

Consulate General of Thailand
106-736 Granville Street
Vancouver, B.C.
V6Z 1G3
Telephone: (604) 687-1143

Consulate General of U.S.A.
2nd Floor, 1199 W. Hastings Street
Vancouver, B.C.
V6E 2Y4
Telephone: (604) 685-4311

Consulate of Uruguay
P.O. Box 10069
Pacific Centre
2900-700 W. Georgia Street
Vancouver, B.C.
V7Y 1B6
Telephone: (604) 682-0404

Consulate of Venezuela
103-525 Seymour Street
Vancouver, B.C.
V6B 3H7
Telephone: (604) 685-0561 or 685-0562

Consulate General of S.F.R. of
Yugoslavia
P.O. Box 48359
1237 Burrard Street
Vancouver, B.C.
V7X 1A1
Telephone: (604) 685-8391

[redacted]

[ ] DECLARATION FOR RETURNED AMERICAN GOODS [ ] PROFORMA INVOICE [X] COMMERCIAL INVOICE U.S.A. (21)

SELLER / SHIPPER
B.C. Manufacturing Co. Ltd.
1234 Compton Avenue
Vancouver, British Columbia
Canada V5Z 1C2

OTHER REFERENCES

DATE SHIPPED: Oct. 2, 1984

SELLER'S REF. NO: D.C. 84

PAGE 1 OF 1 PAGES

CONSIGNEE
D.E. Consumer Inc.
5678 David Street
San Francisco, California

BUYER (IF OTHER THAN CONSIGNEE)

NOTIFY PARTY - CUSTOMS BROKER
As above
Telephone: (415) 342-9876

ORIGIN OF GOODS: Canada

COUNTRY OF FINAL DESTINATION

TERMS OF SALE - PAYMENT AND DISCOUNT
F.O.B. (X) PLANT ( ) DESTINATION OR
PARTIES TO THIS TRANSACTION ARE ( ) RELATED (X) NON RELATED
DUTY AND/OR BROKERAGE FOR ( ) SELLER (X) CONSIGNEE OR

ORIGINATING CARRIER: Trucking Co. Ltd.

POINT OF ORIGIN: Vancouver, B.C.

EXPORTING CARRIER: Shipping Co. Ltd.

ROUTE: -

COUNTRY OF ORIGIN: CANADA [ ]

OTHERWISE SPECIFY

FINAL DESTINATION

CURRENCY USED: Can. $

EXCHANGE RATE* as of Oct. 2, 1984

DATE ORDER ACCEPTED: Sept. 2, 1984

MARKS & NOS. ON SHIPPING PACKAGES	NUMBER OF PACKAGES	FULL DESCRIPTION OF GOODS	GROSS WEIGHT AND CUBAGE
As addressed	5	Sawmill Machinery	Various

CAR NO
TRAILER NO
CONTAINER NO

SPECIFICATIONS OF GOODS INVOICES	QUANTITY	UNIT PRICE HOME MKT	UNIT PRICE TO INVOICE	INVOICE TOTALS
2561 Product No. 1	1		10,000	10,000
847 Product No. 2	2		50,000	100,000
1087 Product No. 3	3		20,000	60,000
1077 Product No. 4	1		20,000	20,000
				190,000

21 [ ] IF THE PRODUCTION OF THESE GOODS INVOLVED FURNISHING GOODS OR SERVICES TO THE SELLER (E.G. ASSISTS SUCH AS DIES, MOLDS, TOOLS, ENGINEERING WORK) AND THE VALUE IS NOT INCLUDED IN THE INVOICE PRICE, CHECK BOX (21) AND EXPLAIN BELOW

27 DECLARATION OF SELLER/SHIPPER (OR AGENT)

I DECLARE

(A) [ ] IF THERE ARE ANY REBATES, DRAWBACKS OR BOUNTIES ALLOWED UPON THE EXPORTATION OF GOODS, I HAVE CHECKED BOX (A) AND ITEMIZED SEPARATELY BELOW

(B) [ ] IF THE GOODS WERE NOT SOLD OR AGREED TO BE SOLD, I HAVE CHECKED BOX (B) AND HAVE INDICATED IN COLUMN 19 THE PRICE I WOULD BE WILLING TO RECEIVE

I FURTHER DECLARE THAT THERE IS NO OTHER INVOICE DIFFERING FROM THIS ONE (UNLESS OTHERWISE DESCRIBED BELOW) AND THAT ALL STATEMENTS CONTAINED IN THIS INVOICE AND DECLARATION ARE TRUE AND CORRECT

(C) SIGNATURE OF SELLER / SHIPPER (OR AGENT)

Signature

PACKING COSTS	3,500
OCEAN OR INTERNATIONAL FREIGHT	FOB
DOMESTIC FREIGHT CHARGES	1,500
INSURANCE COSTS	1,900
OTHER COSTS (SPECIFY BELOW)	
INVOICE TOTAL	196,900

THIS SPACE FOR CONTINUING ANSWERS

THIS FORM OF INVOICE REQUIRED GENERALLY IF RATE OF DUTY BASED UPON OR REGULATED BY VALUE OF GOODS AND PURCHASE PRICE OR VALUE OF SHIPMENT EXCEEDS $500. OTHERWISE USE COMMERCIAL INVOICE

ORIGINATING COPY
COSTPRO APPROVED

*IF FIXED OR AGREED

DEPARTMENT OF THE TREASURY
UNITED STATES CUSTOMS SERVICE
19 U.S.C. 1481, 1482, 1484

SPECIAL CUSTOMS INVOICE

(USE SEPARATE INVOICE FOR PURCHASED AND NON-PURCHASED GOODS)

U.S.A. (22) FORM APPROVED O.M.B. No. 48-R0342

1 SELLER

B.C. Manufacturing Co. Ltd.
1234 Compton Avenue
Vancouver, British Columbia
Canada V5Z 1C2

2 DOCUMENT NO.* 3 INVOICE NO. AND DATE* 4 REFERENCES*

5 CONSIGNEE

D.E. Consumer Inc.
5678 David Street
San Francisco, California

6 BUYER (IF OTHER THAN CONSIGNEE)

8 NOTIFY PARTY*

As above

Telephone: (415) 342-9876

7 ORIGIN OF GOODS

British Columbia, Canada

9 TERMS OF SALE, PAYMENT AND DISCOUNT

F.O.B. (X) PLANT ( ) DESTINATION OR

PARTIES TO THIS TRANSACTION ARE ( ) RELATED (X) NON-RELATED

DUTY AND/OR BROKERAGE FOR ( ) SELLER (X) CONSIGNEE OR

10 ADDITIONAL TRANSPORTATION INFORMATION*

11 CURRENCY USED

12 Exchange rate (if fixed or agreed)

13 DATE ORDER ACCEPTED

14 MARKS & NRS. ON SHIPPING PACKAGES	15 NUMBER OF PACKAGES	16 FULL DESCRIPTION OF GOODS	17 QUANTITY	UNIT PRICE 18 HOME MARKET	UNIT PRICE 19 INVOICE	20 INVOICE TOTALS
As addressed	5	Sawmill Machinery				
2561 Product No. 1			1		10,000	10,000
847 Product No. 2			2		50,000	100,000
1087 Product No. 3			3		20,000	60,000
1077 Product No. 4			1		20,000	20,000
						190,000

21 ( ) IF THE PRODUCTION OF THESE GOODS INVOLVED FURNISHING GOODS OR SERVICES TO THE SELLER (E.G. ASSISTS SUCH AS DIES, MOLDS, TOOLS, ENGINEERING WORK) AND THE VALUE IS NOT INCLUDED IN THE INVOICE PRICE, CHECK BOX (21) AND EXPLAIN BELOW

22 PACKING COSTS 3,500

23 OCEAN OR INTERNATIONAL FREIGHT FOB

24 DOMESTIC FREIGHT CHARGES 1,500

25 INSURANCE COSTS 1,900

26 OTHER COSTS (SPECIFY BELOW) 196,900

27 DECLARATION OF SELLER/SHIPPER (OR AGENT)

I DECLARE

(A) ( ) IF THERE ARE ANY REBATES, DRAWBACKS OR BOUNTIES ALLOWED UPON THE EXPORTATION OF GOODS, I HAVE CHECKED BOX (A) AND ITEMIZED SEPARATELY BELOW

(B) ( ) IF THE GOODS WERE NOT SOLD OR AGREED TO BE SOLD, I HAVE CHECKED BOX (B) AND HAVE INDICATED IN COLUMN 19 THE PRICE I WOULD BE WILLING TO RECEIVE

I FURTHER DECLARE THAT THERE IS NO OTHER INVOICE DIFFERING FROM THIS ONE (UNLESS OTHERWISE DESCRIBED BELOW) AND THAT ALL STATEMENTS CONTAINED IN THIS INVOICE AND DECLARATION ARE TRUE AND CORRECT

(C) SIGNATURE OF SELLER / SHIPPER (OR AGENT)

Signature

28 THIS SPACE FOR CONTINUING ANSWERS

THIS FORM OF INVOICE REQUIRED GENERALLY IF RATE OF DUTY BASED UPON OR REGULATED BY VALUE OF GOODS AND PURCHASE PRICE OR VALUE OF SHIPMENT EXCEEDS $500, OTHERWISE USE COMMERCIAL INVOICE

*NOT NECESSARY FOR U.S. CUSTOMS PURPOSES

CUSTOMS FORM 5515 (ALTERNATE ICE VERSION) (12-20-76)

COSTPRO APPROVED

U.S.A. (23)

B-13 CANADA CUSTOMS EXPORT DECLARATION

SEE CUSTOMS MEMORANDUM D22-1 AND STATISTICS CANADA EXPORT COMMODITY CLASSIFICATION

1 EXPORTER
B.C. Manufacturing Co. Ltd.
1234 Compton Avenue
Vancouver, British Columbia
Canada V5Z 1C2

2 REPORT NO

3 SHIPPER'S REF NO
B - 847

4 PAGE 1 of 1 PAGES

5 CONSIGNEE
D.E. Consumer Inc.
5678 David Street
San Francisco, California

Telephone: (415) 342-9876

6 STAMP OF CHIEF PORT

7 COUNTRY OF FINAL DESTINATION
U.S.A.

11 TERMS OF SALE, PAYMENT AND DISCOUNT
F.O.B. (X) PLANT ( ) DESTINATION, OR
PARTIES TO THIS TRANSACTION ARE ( ) RELATED (X) NON RELATED
DUTY AND/OR BROKERAGE FOR ( ) SELLER (X) CONSIGNEE, OR

12 IF FOREIGN GOODS IN SAME CONDITION AS IMPORTED, GIVE COUNTRY OF ORIGIN

8 LOCAL CARRIER
Trucking Co. Ltd.

9 FROM
Vancouver

10 EXPORTING CARRIER
Shipping Co. Ltd.

16
Can. $

CAR NO
TRAILER NO
CONTAINER NO

SPECIFICATION OF GOODS INVOICED	17 QUANTITY	18 UNIT PRICE	19 INVOICE VALUE
2561 Product No. 1	1	10,000	10,000
847 Product No. 2	2	50,000	100,000
1087 Product No. 3	3	20,000	60,000
1077 Product No. 4	1	20,000	20,000

20 (IF APPLICABLE) ARE/WERE THE GOODS SUBJECT TO DRAWBACK [ ] IMPORTED ON 1/60TH BASIS [ ] IMPORTED UNDER LICENCE [ ]

21 EXPORT PERMIT NO
Exp #1

22 ESTIMATED FREIGHT CHARGES TO PORT OF EXIT $ 1,500 OR TO DESTINATION $

25 IF GOODS NOT SOLD STATE REASON FOR EXPORT (LOAN, REPAIR, PROCESSING, ETC.)

23 MODE OF TRANSPORTATION FROM POINT OF EXIT
ROAD [X] RAIL [ ] WATER [X] AIR [ ] OTHER [ ]

24 CONTAINERIZED
YES [ ] NO [X]

26 RETURN ADDRESS
B.C. Manufacturing Co. Ltd.
1234 Compton Avenue
Vancouver, British Columbia
Canada V5Z 1C2

I HEREBY CERTIFY THAT THE INFORMATION GIVEN ABOVE AND ON THE CONTINUATION SHEET(S), IF ANY, IS TRUE AND COMPLETE IN EVERY RESPECT

27 GIVE FIRM NAME AND ADDRESS IF DIFFERENT FROM EXPORTER BOX ABOVE
As above

28 DATE
Oct. 1, 1984

29 SIGNATURE

30 STATUS
OWNER [X] AGENT [ ]

COSTPRO APPROVED

COMBINATION SHORT FORM OF STRAIGHT BILL OF LADING-EXPRESS SHIPPING CONTRACT ADOPTED BY RAIL FREIGHT AND EXPRESS CARRIERS SUBJECT TO THE JURISDICTION OF THE CANADIAN TRANSPORT COMMISSION. / FORMULE COMBINÉE ET ABRÉGÉE DE CONNAISSEMENT SIMPLE ET DE CONTRAT D'EXPÉDITION DE MESSAGERIES ADOPTÉS PAR LES CHEMINS DE FER QUI ASSURENT LE TRANSPORT DES MARCHANDISES ET DES MESSAGERIES ET QUI SONT SOUS LA JURISDICTION DE LA COMMISSION CANADIENNE DES TRANSPORTS

Shipper / Expéditeur

B.C. Manufacturing Co. Ltd.
1234 Compton Avenue
Vancouver, British Columbia
Canada V5Z 1C2

Consignee (mail address - not for purposes of delivery) / Destinataire (adresse postale - ne servant pas à la livraison)

D.E. Consumer Inc.
5678 David Street
San Francisco, California

Notify party/Customs broker / Partie à notifier/Courtier de douanes

As above

Telephone: (415) 342-9876

Originating carrier / Transporteur initial

Trucking Co. Ltd.

Point of origin / Point d'expédition

Vancouver

Exporting carrier / Transporteur exportateur

Shipping Co. Ltd.

Routing / Route

Ocean Freight

Rail destination / Destination par chemin de fer

Particulars furnished by shipper / Détails fournis par l'expéditeur

Marks & numbers / Marques et nos	No. of packages / No. de colis	Description of goods / Désignation des marchandises	Weights / Poids	Rates / Taux	Total weight & cubage / Poids brut et cub.
As addressed	5 crates	Sawmill Machinery			10,500 Kg 18 m^3

Description of shipment / Description de l'expédition

2561 Product No. 1
847 Product No. 2
1087 Product No. 3
1077 Product No. 4

Total number pieces/packages / Nombre total de pièces/colis

CAR NO. / NO DE WAGON
TRAILER NO. / NO DE REMORQUE
CONTAINER NO. / NO DE CONTENEUR

If charges are to be prepaid write or stamp here / Si les frais sont à payer d'avance indiquer ici ou timbrer ci-dessous

Collect

Received / Reçu

$

To apply in prepayment of the charges on the property described hereon. / A valoir sur le prix du transport des colis désignés aux présentes

Agent or cashier / Représentant du vérificateur ou caissier

FOR CARRIER'S USE ONLY / RÉSERVÉ AU VÉHICULIER SEULEMENT

Advance and or beyond / Avance du transport ultérieur au delà $

Misc. / Divers $

Basic / Prix de base $

Piece / Supplément $

Total / Total $ 8,000

Special agreement between consignor & carrier advise here / Entente spéciale entre l'expéditeur et le transporteur y faire référence

Where required by the tariff shipper must complete the following / Si le tarif l'exige l'expéditeur remplira le cadre suivant

Dim. of shipment / Dim. de l'expédition	Total cubage / Volume total	Dimensional weight / Poids pondéré	Total weight / Poids total
Various	18 m^3		10,500 Kg

Ship. show amount of C.O.D. / Remettre à l'exp. C.R.

C. Amount / Montant $ 8,000

Charge to (if other than consignee) / Facturer à (si autre que le consignataire)

O. Fee / Droits $ 800
Prepaid / Port payé ☐ Collect / Port dû ☒

D. TOTAL $ 8,800

$50 or less / ou $0.50 lb ☐ $1.00 per bar / par ☐ $2.00 per bar / par ☐

Declared value of shipment / Valeur déclarée $

Shipper / Expéditeur	Carrier / Transporteur	Received in apparent good order and condition / Reçu apparemment en bon état
B.C. Manufacturing Co. Ltd. Per / Par 1234 Compton Ave. Vancouver, B.C. Canada V5Z 1C2	Shipping Co. Ltd. Per / Par Date Oct. 2, 1984	Consignee / Destinataire D.E. Consumer Inc 5678 David Street San Francisco, Calif. Per / Par

CARRIER'S NO / NO DU TRANSPORTEUR

COSTPRO APPROVED / APPROUVÉ PAR COSTPRO

[redacted]

COPIE DE L'ÉMETTEUR
ORIGINATING COPY

Exporter / Exportateur
B.C. Manufacturing Co. Ltd.
1234 Compton Avenue
Vancouver, British Columbia
Canada V5Z 1C2

A 480 | Oct. 1, 1984 | E 2561

S - Oct 184

Page 1 of 1

Consignee / Destinataire
Ingemad Ltda
Avda. Bustamante 456
Santiago, Chile

Other address (e.g. buyer/bank) / Autre adresse (p. ex. acheteur/banque)
A.B.C. Bank
222 Bankers Street
Vancouver, British Columbia

Banco Del Estado
Ahumada 456
Santiago, Chile

Notify party / Partie à aviser
Consignee
Telephone: 44558 Santiago

Country of origin / Pays d'origine: Canada
Country of final destination / Pays de destination finale: Chile

Terms of sale-delivery-payment / Conditions de vente-livraison-paiement
FOB Vancouver - Irrevocable letter of credit payable upon presentation of shipping documents.

Pre-carriage by / Transport mené par: Trucking Co. Ltd.
Place of receipt / Lieu de réception: Vancouver
Ship or vessel / Navire: M.V. Placilla
Port of Loading / Port de chargement: Vancouver
Insurance value / Valeur assurée: Can. $ 193,500
Port of Discharge / Port de déchargement: Valparaiso
Place of Delivery / Lieu de livraison: Constitución
Can. $
Currency of sale / Devises utilisées

Marks & numbers / Marques et numéros	Number & kind of packages / Nombre et nature des colis	Description of shipment / Description des marchandises	Shipping quantity / Quantité expédiée	Gr. wt. of goods / Poids brut	Cubage
* Valparaiso/Chile * Ingemad Ltda * Made in Canada Fabricado En Canadá * 1 - 5		* Sawmill Equipment Comp. Aserradero	9,700 Kg	10,500 Kg	18 m^3

Qty. and / Quan. comm.	Full description of goods / Description complète de la marchandise	No. qty. / Qté fact.	Unit price and amount / Prix unit. et montant	
2561	Product No. 1	1	10,000	10,000
847	Product No. 2	2	50,000	100,000
1087	Product No. 3	3	20,000	60,000
1077	Product No. 4	1	20,000	20,000
			Total	190,000

Certifications & signature (if required) / Déclarations, signature (si nécessaire)

October 1, 1984

D. Cartwright

Packing costs / Coûts des emballages	3,500
Ocean or international freight / Fret maritime ou international	FOB
Domestic freight charges / Coûts transport intérieur	1,500
Insurance costs / Coûts d'assurance	1,900
Other costs (specify) / Autres (préciser)	
Invoice total / Total facturé	196,900

COSTPRO APPROVED / APPROUVÉ PAR COSTPRO

PACKING LIST
LISTE DE COLISAGE

Exporter / Exportateur
B.C. Manufacturing Co. Ltd.
1234 Compton Avenue
Vancouver, British Columbia
Canada V5Z 1C2

S.S. contract no / No du contrat maritime: A 480

Exp. ref. no / No. réf. exp.: E 2561

References / Références: S - Oct 184

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Consignee / Destinataire
Ingemad Ltda
Avda. Bustamante 456
Santiago, Chile

[redacted]

Notify party / Partie à aviser
Consignee
Telephone: 44558 Santiago

Country of origin / Pays d'origine: Canada

Country of final destination / Pays de destination finale: Chile

[redacted]

Pre-carriage by / Transport amont par: Trucking Co. Ltd.

Place of receipt / Lieu de réception: Vancouver

Ocean or main truck / rail / Navire/aéronef/camion/rail ou autre: M.V. Placilla

Port of loading / Port de chargement: Vancouver

Port of discharge / Port de débarquement: Valparaiso

Place of delivery / Lieu de livraison: Constitución

Marks & numbers / Marques et numéros	Number & kind of packages / description of shipment / Nombre et type de colis / description de l'expédition	Shipping quantity / Quantité expédiée	Gr. wt. of goods / Poids brut	Cubage
* Valparaiso/Chile * Ingemad Ltda * Made in Canada Fabricado En Canadá * 1 - 5	* Sawmill Equipment Comp. Aserradero	9,700 Kg	10,500 Kg	18 m^3

[redacted]

Description of goods / Description des marchandises	Qty ship / Qte expédiée
2561 Product No. 1	1
847 Product No. 2	2
1087 Product No. 3	3
1077 Product No. 4	1

[redacted]

Packing instructions / packing detail / Instruction de colisage / détail de colisage

Standard crating for overseas shipment. Waterproofed.
Not to be stored above deck.

COSTPRO APPROVED / APPROUVE PAR COSTPRO

CONFIRMATION SHORT FORM OF STRAIGHT BILL OF LADING-EXPRESS SHIPPING CONTRACT ADOPTED BY RAIL FREIGHT AND EXPRESS CARRIERS SUBJECT TO THE JURISDICTION OF THE CANADIAN TRANSPORT COMMISSION. / FORMULE CONCISE ET ABRÉGÉE DE CONNAISSEMENT SIMPLE ET DE CONTRAT D'EXPÉDITION DE MESSAGERIES ADOPTÉS PAR LES CHEMINS DE FER QUI ASSURENT LE TRANSPORT DES MARCHANDISES ET DES MESSAGERIES ET QUI SONT SOUS LA JURISDICTION DE LA COMMISSION CANADIENNE DES TRANSPORTS

Shipper / Expéditeur
B.C. Manufacturing Co. Ltd.
1234 Compton Avenue
Vancouver, British Columbia
Canada V5Z 1C2

Shipping date / Expédié le: Oct. 2, 1984

Shipper's ref. no. / No. de réf. de l'exp.: E 2561

Consignee (legal address - not for purposes of delivery) / Destinataire (adresse postale - ne servant pas à la livraison)
Ingemad Ltda
Avda. Bustamante 456
Santiago, Chile

[redacted]

Originating carrier / Transporteur initial: Trucking Co. Ltd.

Point of origin / Point d'expédition: Vancouver

Export routing / Acheminement extérieur

Exporting carrier / Transporteur exportateur: M.V. Placilla

Port of loading / Port de chargement: Vancouver

Port of discharge / Port de déchargement: Valparaiso

Final destination / Destination finale: Constitución

Particulars furnished by shipper / Détails fournis par l'expéditeur

Marks and numbers / Marques et nos	Number and kind of packages / Nombre et nature des colis	Description of goods / Désignation des marchandises	Total gross weight / Poids brut total	Total cubage / Dim. totale
* Valparaiso/Chile * Ingemad Ltda * Made in Canada Fabricado En Canadá * 1 - 5		* Sawmill Equipment Comp. Aserradero	10,500 Kg	18 m^3

Car no. / No. de wagon
Trailer no. / No. de remorque
Container no. / No. de conteneur

Weights / Poids

For carrier's use charges / À l'usage du voiturier frais / taux / amounts / montants

Total no. packages / Nbre total de colis: 5

Special agreement between consignor & carrier advise here / Entente spéciale entre l'expéditeur et le transporteur, faire référence

Advance and/or beyond / Avance au transport ultérieur (au delà): $

Where required by the tariff shipper must complete the following / Si le tarif exige, l'expéditeur remplira le cadre suivant

Date of shipment / Date de l'expédition	Total cubage / Volume total	Dimensional weight / Poids pondéré	Total weight / Poids total

Misc. / Divers: $

Basic / Prix de base: $

Piece / Suppl. colis: $

Value / Suppl. valeur: $

Total: $

Total to be charged to (if other than consignee) / Facturer à (si autre que le consignataire)

Delivery instructions/rail destination / Instruction de livraison/destination CN de fer

Deliver to Shipping Co. Ltd.
Centennial Pier

Routing / Route

Inland routing / Acheminement intérieur

If charges are to be prepaid, write or stamp here / Si le port doit être payé, inscrire ici ou timbrer ici

Received / Reçu
$
To apply in prepayment of the charges on the property described hereon / À valoir sur le prix du transport des colis désignés aux présentes

Agent or cashier / Représentant du vendeur ou caissier

Declared value of shipment / Valeur déclarée de l'expédition: $ Can. 196,900

Valuation / Évaluation
$50 or $0.50 ☐ $1.00 per par ☐ $2.00 per par ☐

SHIPPER SHOW AMOUNT OF C.O.D. / RÉSERVÉ À L'EXPÉDITEUR ENVOIS CR

C. Amount / Montant: $

Fee / Droits: $

O. ☐ Prepaid / Port payé ☐ Collect / Port dû

Shipper / Expéditeur
D. Cartwright

Carrier / Transporteur
Trucking Co. Ltd.
J. Finch
Date: Oct. 1, 1984

Received in apparent good order and condition / Reçu apparemment en bon état
Consignee / Destinataire

D. TOTAL $

CARRIER'S NO / NO DU TRANSPORTEUR

COSTPRO APPROVED / APPROUVÉ PAR COSTPRO

B-13 CANADA CUSTOMS EXPORT DECLARATION
DOUANES CANADA — DECLARATION D'EXPORTATION

SEE CUSTOMS MEMORANDUM D22-1 AND STATISTICS CANADA EXPORT COMMODITY CLASSIFICATION
VOIR LE MEMORENDUM D22-1 DES DOUANES ET LA CLASSIFICATION DES MARCHANDISES DESTINÉES À L'EXPORTATION QUE PUBLIE STATISTIQUE CANADA

1 Exporter / Exportateur
B.C. Manufacturing Co. Ltd.
1234 Compton Avenue
Vancouver, British Columbia
Canada V5Z 1C2

2 Report no / No du rapport

3 Exp ref no / No ref exp
E 2561

4 Page 1 of / sur 1 Pages

5 Consignee / Destinataire
Ingemad Ltda
Avda. Bustamante 456
Santiago, Chile

6 Stamp of chief port / Timbre du bureau principal

7 Country of final destination / Pays de destination finale
Chile

11 Terms of delivery and payment / Conditions de livraison et de paiement
FOB Vancouver - Irrevocable letter of credit payable upon presentation of shipping documents.

12 IF FOREIGN GOODS IN SAME CONDITION AS IMPORTED GIVE COUNTRY OF ORIGIN / S'IL S'AGIT DE MARCHANDISES ÉTRANGÈRES DANS L'ÉTAT OU ELLES ONT ÉTÉ IMPORTÉES INDIQUER LE PAYS D'ORIGINE

8 Local carrier / Transporteur local
Trucking Co. Ltd.

9 From / De
Vancouver

10 Exporting carrier / Transporteur exportateur
M.V. Placilla

16
Can. $

Currency of value / Devises ou espèces

17 Shipping weight & / usage
Poids et dimensions d'expédition

* Valparaiso/Chile
* Ingemad Ltda
* Made in Canada
Fabricado En Canadá
* 1 5
* Sawmill Equipment
Comp. Aserradero

	15 Quantity / Quantité	18 Unit price / Prix unitaire	19 Amount / montant
2561 Product No. 1	1	10,000	10,000
847 Product No. 2	2	50,000	100,000
1087 Product No. 3	3	20,000	60,000
1077 Product No. 4	1	20,000	20,000
			190,000

20 (if applicable) Are/were the goods / (A remplir s'il y a lieu) Les marchandises sont-elles/étaient-elles
Subject to drawback / Assujetties au drawback ☐
Imported on 1/60th basis / Importées sur une base 1/60 ☐
Imported under licence / Importées à la faveur d'une licence ☐

21 Export licence no / No du permis d'exp

22 Estimated freight charges to / Frais de transport estimatif
Port of exit / Jusqu'au bureau de sortie $ 1,500
or / ou
To destination / Jusqu'à destination $

25 If goods not sold state reason for export (loan, repair, processing, etc.) / Si les marchandises ne sont pas vendues, motiver l'exportation (prêt, réparation, transformation, etc.)

23 Mode of transportation from point of exit / Moyen de transport à partir du lieu de sortie
Road / Route ☐ Rail ☐ Water / Eau ☒ Air ☐ Other / Autre ☐

24 Containerized / Conteneurisées
Yes / Oui ☐ No / Non ☒

26 Return address / Adresse de retour
B.C. Manufacturing Co. Ltd.
1234 Compton Avenue
Vancouver, British Columbia
Canada V5Z 1C2

I hereby certify that the information given above and on the continuation sheet(s), if any, is true and complete in every respect / Je certifie par les présentes que les renseignements donnés ci-dessus et sur la(les) feuille(s) supplémentaire(s), s'il en est, sont exacts et complets sous tous les rapports

27 Give firm name and address if different from exporter box above / Donner le nom de la maison et l'adresse s'ils sont différents de ceux indiqués dans la case de l'exportateur ci-dessus

28 Date Oct. 1, 1984

29 Signature D. Cartwright

30 Status / Statut
☒ Owner / Propriétaire ☐ Agent

COSTPRO APPROVED / APPROUVE PAR COSTPRO

FORWARDER/CARRIER B/L INSTRUCTION MEMO
MEMORANDUM D'INSTRUCTION DE CONNAISSEMENT DU TRANSITAIRE/TRANSPORTEUR

Shipper / Expéditeur
Shipping Co. Ltd.

S.S. contract no / No du contrat maritime
S - 1652

Shipper's ref. no / No réf. exp.
E 2561

[redacted]

Consignee / Destinataire
Ingemad Ltda
Avda. Bustamante 456
Santiago, Chile

Other address / Autre adresse

Notify party / Partie à notifier
As above
Telephone: 44558 Santiago

Name of carrier / Nom du transporteur
Shipping Co. Ltd.
25 Port Road
Vancouver, British Columbia
Canada V6Z 2C5

Pre-carriage by / Transport initial par
Trucking Co. Ltd.

Place of receipt / Lieu de réception
Vancouver

Vessel / Navire
M.V. Placilla

Port of loading / Port de chargement
Vancouver

Port of discharge / Port de déchargement
Valparaiso

Place of delivery / Lieu de livraison
Constitución

Onward inland routing / Acheminement intérieur final
Valparaiso - Santiago - Constitucion

Marks & numbers and/or container(s) & seal numbers Marques et numéros et/ou numéros de(s) conteneur(s) et de(s) scelle(s)	Quantity & description of goods Quantité et description des marchandises	Gross weight/measurement of goods Poids brut/dimensions des marchandises
* Valparaiso/Chile	2561 Product No. 1	
* Ingemad Ltda	847 Product No. 2	
* Made in Canada Fabricado En Canadá	1087 Product No. 3	
	1077 Product No. 4	
* 1 - 5		
* Sawmill Equipment Comp. Aserradero		Total 10,500 Kg

Freight charges payable at / Frêt payable à: COD

By / Par: Consignee

Number of original B/L / Nombre d'originaux: 3

Freight rates & charges / Charges et taux de frêt

Total ▶					

Forwarder's documentation instruction / Instructions pour documentation du transitaire

Not to be stored above deck

Oct. 2, 1984
Vancouver J. Finch

COSTPRO APPROVED / APPROUVÉ PAR COSTPRO

APPENDIX III
ADDITIONAL SOURCES OF INFORMATION

Area Handbook, Foreign Areas Studies, The American University, 5010 Wisconsin Ave. NW, Washington, DC 20016. A series of briefing handbooks containing socio-economic, historical, cultural and political data. Most countries are covered in the series.

Canadian Trade Index, The Canadian Manufacturers' Association, One Yonge Street, Toronto, Ontario, M5E 1J9, gives a complete listing of Canadian manufacturers and their products, including an identification of those interested in exporting.

Chase World Guide for Exporters, Export Credit Reports, Chase World Information Corporation, One World Trade Center, Suite 4533, New York, NY 10048. This guide covers 180 countries and contains such information as foreign import and exchange regulations. The report gives the credit terms granted for shipments by industry groups as a whole.

Development Forum/Business Edition and *World Bank Monthly Operational Summary*, United Nations, Palais des Nations CH-1211, Geneva 10, Switzerland, published twice monthly, provides advance project information from all the major multilateral institutions.

Exports by Commodities, Catalogue 65-004, Statistics Canada, Publications Distribution, Ottawa, K1A 0T6. Published monthly, Exports by Commodities provides the Canadian exporter with trade statistics classified by commodity and export market.

Exporters' Encyclopaedia, Dun & Bradstreet, 84 Carlton Street, Toronto, Ontario, M5B 1L6, contains information on shipments to all countries from the United States.

Exporting, Centre of International Business Studies, Dalhousie University, Halifax, N.S., B3H 4H8, gives general export information useful for the new exporter.

Foreign Economic Trends, available by subscription from the Superintendent of Documents, Washington, DC 20402, provides economic data for all countries. It is updated every six months.

Foreign Trade Statistics, published by the OECD.

International Trade Reporter, Bureau of National Affairs, Inc., 1231-25th St. NW, Washington, DC 20037. Country-by-country shipping information with weekly looseleaf updating.

Market Share Reports Catalogue (PB294300), published by the Office of International Economic Research, U.S. Department of Commerce, Washington, DC 20230. The catalogue, which is free, lists all the reports available in the Commodity Series (PB286200) and the Country Series (PB286200).

Overseas Business Reports, Superintendent of Documents, Washington, DC 20402, gives updated business and economic information for any country in the world.

Shipping Documents and Customs Regulations, Department of Industry, Trade and Commerce/Regional Economic Expansion, Ottawa, leaflets on such topics as customs documents, consular legislation, special certificates and permits and bills of lading, among others.

Trade Directories of the World, Croner Publications, 211-05 Jamaica Avenue, Queen's Village, NY 11428, contains listing of all directories. It is updated with a monthly loose leaf service.

Understanding Exports, The Canadian Manufacturers' Association, One Yonge Street, Toronto, Ontario, M5E 1J9, is a guide for the Canadian exporter that includes such topics as pricing for export markets, foreign representation, transportation, marine insurance and export documentation.

World Trade News, The Canadian Manufacturers' Association, One Yonge Street, Toronto, Ontario, M5E 1J9, a newsletter giving tariff and trade information, documentation and shipping requirements, export, joint venture and licensing opportunities, trade fairs and exhibitions and other information.